

**STIC Database Tracking Number: 230035**

**To: ANDREW RUDY**  
**Location: KNX-5B09**  
**Art Unit: 3627**  
**Friday, July 06, 2007**

**Case Serial Number: 09426063**

**From: ROBERT FINLEY**  
**Location: EIC3600**  
**KNX-4B68 / KNX-4C29**  
**Phone: (571)272-8952**

**robert.finley@uspto.gov**

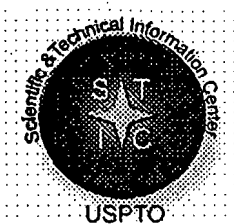
## Search Notes

Examiner RUDY:

Attached are the results of your search request regarding:  
**MULTIPLE CRITERIA BUYING AND SELLING MODEL**

Please let me know if need you anything further or have any questions.

Robert Finley (ASRC)  
EIC 3600  
Knox 4B68  
571.272.8952



RUSH! RUSH! RUSH!

230035

(4)

# STIC EIC 3600 Search Request Form

Today's Date: July 5, 2007 Class/Subclass: 705/26 What date would you like to use to limit the search? Priority Date: 10/22/99 Other: \_\_\_\_\_

Name: Andrew Rudy  
AU: 3627 Examiner #: 79151  
Room #: KNX 5B09 Phone: 2-6789  
Serial #: 09/426063

## Format for Search Results (Circle One):

PAPER DISK EMAIL

## Where have you searched so far?

USP DWPI EPO JPO ACM IBM TDB  
IEEE INSPEC SPI Other \_\_\_\_\_

What is the topic, novelty, motivation, utility, or other specific details defining the desired focus of this search? Please include the concepts, synonyms, keywords, acronyms, definitions, strategies, and anything else that helps to describe the topic. Please attach a copy of the abstract, background, brief summary, pertinent claims and any citations of relevant art you have found.

see attached claims.  
In particular: notifying seller when the buying criteria  
does not match the seller criteria.

STIC Searcher \_\_\_\_\_ Phone \_\_\_\_\_  
Date picked up \_\_\_\_\_ Date Completed \_\_\_\_\_





# STIC Search Results Feedback Form

**EIC 3600**

Questions about the scope or the results of the search? Contact *the EIC searcher* or contact:

**Karen Lehman, EIC 3600 Team Leader**  
**(571) 272-3496 Knox 4B68**

## Voluntary Results Feedback Form

➤ I am an examiner in Workgroup:  Example: 3620 (optional)

➤ Relevant prior art **found**, search results used as follows:

- ☐ 102 rejection
- ☐ 103 rejection
- ☐ Cited as being of interest.
- ☐ Helped examiner better understand the invention.
- ☐ Helped examiner better understand the state of the art in their technology.

*Types of relevant prior art found:*

- ☐ Foreign Patent(s)
- ☐ Non-Patent Literature  
(journal articles, conference proceedings, new product announcements etc.)

➤ Relevant prior art **not found**:

- ☐ Results verified the lack of relevant prior art (helped determine patentability).
- ☐ Results were not useful in determining patentability or understanding the invention.

**Comments:**

**Drop off or send completed forms to EIC3600/Knox 4B68**



Robert Finley

File 347:JAPIO Dec 1976-2007/Dec(Updated 070702)

(c) 2007 JPO & JAPIO

File 348:EUROPEAN PATENTS 1978-2007/ 200727

(c) 2007 European Patent Office

File 349:PCT FULLTEXT 1979-2007/UB=20070705UT=20070628

(c) 2007 WIPO/Thomson

File 350:Derwent WPIX 1963-2007/UD=200742

(c) 2007 The Thomson Corporation

Set	Items	Description
S1	6	AU=MESAROS G?

Robert Finley

1/3,K/1 (Item 1 from file: 348)  
DIALOG(R)File 348:EUROPEAN PATENTS  
(c) 2007 European Patent Office. All rts. reserv.

01236688

MULTIPLE CRITERIA BUYING AND SELLING MODEL, AND SYSTEM FOR MANAGING OPEN  
OFFER SHEETS

KAUFS- UND VERKAUFS-MODELL MIT MEHREREN KRITERIEN, UND SYSTEM ZUR  
VERWALTUNG VON OFFENEN ANGEBOOTSBLÄTTERN  
MODELE DE VENTE ET D'ACHAT SELON DES CRITERES MULTIPLES ET SYSTEME DE  
GESTION DES LISTES D'OFFRES OUVERTES

PATENT ASSIGNEE:

Ewinwin, Inc., (3176360), 1250 Old River Road, 3rd floor, Cleveland, OH  
44113, (US), (Applicant designated States: all)

INVENTOR:

MESAROS, Gregory, J. , 26879 Primrose Lane, Westlake, OH 44145, (US)

PATENT (CC, No, Kind, Date):

WO 2000070424 001123

APPLICATION (CC, No, Date): EP 2000932026 000503; WO 2000US11989 000503

PRIORITY (CC, No, Date): US 133769 P 990512; US 135972 P 990526; US 324391

990603; US 137583 P 990604; US 138209 P 990609; US 139338 P 990616; US

139519 P 990616; US 139518 P 990616; US 342345 990629; US 142371 P

990706; US 160510 P 991020; US 426063 991022; US 162182 P 991028; US

173409 P 991228

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;  
LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

INTERNATIONAL PATENT CLASS (V7): G06F-017/60

LANGUAGE (Publication,Procedural,Application): English; English; English

INVENTOR:

MESAROS, Gregory, J ...

1/3,K/2 (Item 1 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
(c) 2007 WIPO/Thomson. All rts. reserv.

00757051 \*\*Image available\*\*

MULTIPLE CRITERIA BUYING AND SELLING MODEL, AND SYSTEM FOR MANAGING OPEN  
OFFER SHEETS

MODELE DE VENTE ET D'ACHAT SELON DES CRITERES MULTIPLES ET SYSTEME DE  
GESTION DES LISTES D'OFFRES OUVERTES

Patent Applicant/Assignee:

EWINWIN INC, 1250 Old River Road, 3rd Floor, Cleveland, OH 44113, US, US  
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

MESAROS Gregory J , 26879 Primrose Lane, Westlake, OH 44145, US, US  
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

AMIN Himanshu S (agent), Amin [entity:amp] Eschweiler [entity:amp]  
Turocy, LLP, 24th Floor, National City Center, 1900 East 9th Street,  
Cleveland, OH 44114, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200070424 A2 20001123 (WO 0070424)

Application: WO 2000US11989 20000503 (PCT/WO US0011989)

Priority Application: US 99133769 19990512; US 99135972 19990526; US

99324391 19990603; US 99137583 19990604; US 99138209 19990609; US

99139338 19990616; US 99139519 19990616; US 99139518 19990616; US

99342345 19990629; US 99142371 19990706; US 99160510 19991020; US

99426063 19991022; US 99162182 19991028; US 99173409 19991228

Designated States:

(Protection type is "patent" unless otherwise stated - for applications  
prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES

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FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU  
LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT  
TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 16747

Patent Applicant/Inventor:

MESAROS Gregory J ...

1/3,K/3 (Item 1 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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0016655440 - Drawing available

WPI ACC NO: 2007-370527/200735

XRPX ACC No: N2007-275879

Business transaction performing method, involves maintaining buyer profiles in data storage device, and displaying listing of deal room, when subset of criteria indicated for product search matches criteria describing product

Patent Assignee: EWINWIN INC (EWIN-N)

Inventor: MESAROS G J

Patent Family (1 patents, 1 countries)

Patent Number	Kind	Date	Application Number	Kind	Date	Update
US 7181419	B1	20070220	US 2001318789	P	20010913	200735 B
			US 2002243456	A	20020913	

Priority Applications (no., kind, date): US 2001318789 P 20010913; US 2002243456 A 20020913

#### Patent Details

Number	Kind	Lan	Pg	Dwg	Filing Notes
US 7181419	B1	EN	44	22	Related to Provisional US 2001318789

Inventor: MESAROS G J

#### Original Publication Data by Authority

Inventor name & address:

Mesaros, Gregory J ...

1/3,K/4 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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0014731535 - Drawing available

WPI ACC NO: 2005-079156/200509

XRPX ACC No: N2005-069537

Dynamic discount card system has visual display panel which displays product and pricing information received with the help of software

Patent Assignee: MESAROS G J (MESA-I)

Inventor: MESAROS G J

Patent Family (1 patents, 1 countries)

Patent Number	Kind	Date	Application Number	Kind	Date	Update
US 20040262381	A1	20041230	US 2003478768	P	20030616	200509 B
			US 2004867625	A	20040615	

Robert Finley

Priority Applications (no., kind, date): US 2003478768 P 20030616; US 2004867625 A 20040615

#### Patent Details

Number	Kind	Lan	Pg	Dwg	Filing Notes
US 20040262381	A1	EN	44	21	Related to Provisional US 2003478768

Inventor: MESAROS G J

#### Original Publication Data by Authority

Inventor name & address:

Mesaros, Gregory J ....

1/3,K/5 (Item 3 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
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0010649585 - Drawing available

WPI ACC NO: 2001-257252/200126

XRPX ACC No: N2001-183484

Apparatus for using E-commerce multiple criteria buying and selling methodology to conduct business electronically and providing buyers and sellers with more control in purchasing transactions

Patent Assignee: EWINWIN INC (EWIN-N); MESAROS G J (MESA-I)

Inventor: MESAROS G J

Patent Family (4 patents, 90 countries)

Patent Number	Kind	Date	Application Number	Kind	Date	Update
WO 2000070424	A2	20001123	WO 2000US11989	A	20000503	200126 B
AU 200049814	A	20001205	AU 200049814	A	20000503	200126 E
US 20030126040	A1	20030703	US 1999133769	P	19990512	200345 E
			US 1999324391	A	19990603	
			US 2003370237	A	20030220	
US 7124099	B2	20061017	US 1999133769	P	19990512	200668 E
			US 1999324391	A	19990603	
			US 2003370237	A	20030220	

Priority Applications (no., kind, date): US 1999133769 P 19990512; US 1999135972 P 19990526; US 1999324391 A 19990603; US 1999137583 P 19990604; US 1999138209 P 19990609; US 1999139519 P 19990616; US 1999139518 P 19990616; US 1999139338 P 19990616; US 1999342345 A 19990629; US 1999142371 P 19990706; US 1999160510 P 19991020; US 1999426063 A 19991022; US 1999162182 P 19991028; US 1999173409 P 19991228; US 2003370237 A 20030220

#### Patent Details

Number	Kind	Lan	Pg	Dwg	Filing Notes
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WO 2000070424	A2	EN	69	15	
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National Designated States,Original: AE AG AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Regional Designated States,Original: AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SL SZ TZ UG ZW

AU 200049814	A	EN			Based on OPI patent WO 2000070424
US 20030126040	A1	EN			Related to Provisional US 1999133769
					Continuation of application US

1999324391					
US 7124099	B2	EN			Related to Provisional US 1999133769
					Continuation of application US

1999324391

Robert Finley

Inventor: MESAROS G J

Original Publication Data by Authority

Inventor name & address:

Mesaros, Gregory J ...

... MESAROS, Gregory, J

1/3,K/6 (Item 4 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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0008438758

WPI ACC NO: 1997-557500/199751

XRAM ACC No: C1997-177862

Pharmaceutical composition - comprising codeine phosphate

Patent Assignee: SC MEDUMAN VISEU SA (MEDU-N)

Inventor: GROSU I; HOJDA T; MESAROS G ; ONISCU C; ROGOZ I

Patent Family (1 patents, 1 countries)

Patent Number	Kind	Date	Application Number	Kind	Date	Update
RO 111903	B1	19970331	RO 19952231	A	19951220	199751 B

Priority Applications (no., kind, date): RO 19952231 A 19951220

...Inventor: MESAROS G

Original Publication Data by Authority

Inventor name & address:

... MESAROS G



Robert Finley

File 9:Business & Industry(R) Jul/1994-2007/Jul 02  
 (c) 2007 The Gale Group  
 File 15:ABI/Inform(R) 1971-2007/Jul 06  
 (c) 2007 ProQuest Info&Learning  
 File 610:Business Wire 1999-2007/Jul 06  
 (c) 2007 Business Wire.  
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 (c) 2007 San Jose Mercury News  
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 (c) 1999 Business Wire  
 File 813:PR Newswire 1987-1999/Apr 30  
 (c) 1999 PR Newswire Association Inc  
 File 16:Gale Group PROMT(R) 1990-2007/Jul 05  
 (c) 2007 The Gale Group  
 File 148:Gale Group Trade & Industry DB 1976-2007/Jul 03  
 (c)2007 The Gale Group  
 File 160:Gale Group PROMT(R) 1972-1989  
 (c) 1999 The Gale Group  
 File 275:Gale Group Computer DB(TM) 1983-2007/Jul 03  
 (c) 2007 The Gale Group  
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 (c) 2007 The Gale Group  
 File 636:Gale Group Newsletter DB(TM) 1987-2007/Jul 03  
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 (c) 2007 The HW wilson Co.  
 File 256:TecInfoSource 82-2007/June  
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 File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13  
 (c) 2002 The Gale Group  
 File 635:Business Dateline(R) 1985-2007/Jul 06  
 (c) 2007 ProQuest Info&Learning  
 File 570:Gale Group MARS(R) 1984-2007/Jul 02  
 (c) 2007 The Gale Group

Set	Items	Description
S1	3	AU=(MESAROS, G? OR MESAROS G? OR MESAROS(2N)G?) OR BY=MESA- ROS(2N)G?
S2	0	S1 NOT PY>1999

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File 387:The Denver Post 1994-2007/Jul 05  
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 File 471:New York Times Fulltext 1980-2007/Jul 09  
 (c) 2007 The New York Times  
 File 492:Arizona Repub/Phoenix Gaz 19862002/Jan 06  
 (c) 2002 Phoenix Newspapers  
 File 494:St LouisPost-Dispatch 1988-2007/Jul 04  
 (c) 2007 St Louis Post-Dispatch  
 File 631:Boston Globe 1980-2007/Jul 05  
 (c) 2007 Boston Globe  
 File 633:Phil.Inquirer 1983-2007/Jul 05  
 (c) 2007 Philadelphia Newspapers Inc  
 File 638:Newsday/New York Newsday 1987-2007/Jul 06  
 (c) 2007 Newsday Inc.  
 File 640:San Francisco Chronicle 1988-2007/Jul 06  
 (c) 2007 Chronicle Publ. Co.  
 File 641:Rocky Mountain News Jun 1989-2007/Jul 06  
 (c) 2007 Scripps Howard News  
 File 702:Miami Herald 1983-2007/Jun 27  
 (c) 2007 The Miami Herald Publishing Co.  
 File 703:USA Today 1989-2007/Jul 05  
 (c) 2007 USA Today  
 File 704:(Portland)The Oregonian 1989-2007/Jul 05  
 (c) 2007 The Oregonian  
 File 713:Atlanta J/Const. 1989-2007/Jul 05  
 (c) 2007 Atlanta Newspapers  
 File 714:(Baltimore) The Sun 1990-2007/Jul 04  
 (c) 2007 Baltimore Sun  
 File 715:Christian Sci.Mon. 1989-2007/Jul 06  
 (c) 2007 Christian Science Monitor  
 File 725:(Cleveland)Plain Dealer Aug 1991-2007/Jul 05  
 (c) 2007 The Plain Dealer  
 File 735:St. Petersburg Times 1989- 2007/Jul 04  
 (c) 2007 St. Petersburg Times  
 File 476:Financial Times Fulltext 1982-2007/Jul 06  
 (c) 2007 Financial Times Ltd  
 File 477:Irish Times 1999-2007/Jul 06  
 (c) 2007 Irish Times  
 File 710:Times/Sun.Times(London) Jun 1988-2007/Jul 06  
 (c) 2007 Times Newspapers  
 File 711:Independent(London) Sep 1988-2006/Dec 12  
 (c) 2006 Newspaper Publ. PLC  
 File 756:Daily/Sunday Telegraph 2000-2007/Jul 06  
 (c) 2007 Telegraph Group  
 File 757:Mirror Publications/Independent Newspapers 2000-2007/Jul 06  
 (c) 2007  
 File 47:Gale Group Magazine DB(TM) 1959-2007/Jun 25  
 (c) 2007 The Gale group

Set	Items	Description
S1	0	AU=(MESAROS, G? OR MESAROS G? OR MESAROS(2N)G?) OR BY=MESA-ROS(2N)G?

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File 9:Business & Industry(R) Jul/1994-2007/Jul 02  
 (c) 2007 The Gale Group  
 File 15:ABI/Inform(R) 1971-2007/Jul 06  
 (c) 2007 ProQuest Info&Learning  
 File 610:Business Wire 1999-2007/Jul 06  
 (c) 2007 Business Wire.  
 File 613:PR Newswire 1999-2007/Jul 06  
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 File 624:McGraw-Hill Publications 1985-2007/Jul 06  
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 (c) 2007 San Jose Mercury News  
 File 810:Business Wire 1986-1999/Feb 28  
 (c) 1999 Business wire  
 File 813:PR Newswire 1987-1999/Apr 30  
 (c) 1999 PR Newswire Association Inc

Set	Items	Description
S1	5417349	PARAMETER? ? OR SPECIFICATION? ? SPECS OR CRITERIA OR CRITERION OR CHARACTERISTIC? ? OR QUALITIES OR PROPERTY? ? OR PROPERTIES OR PROFILE OR REQUIREMENTS OR PREREQUISITE? ? OR PRICE? ? OR PRICING
S2	273928	S1(6N)(MERCHANT? ? OR RETAILER? ? OR SELLER? ? OR TRADE? ? OR SUPPLIER? ? OR VENDOR? ? OR DEALER? ? OR RESELLER? ? OR DISTRIBUTOR? ? OR MARKETER? ? OR AUCTIONEER? ?)
S3	486188	S1(6N)(BUYER OR BUYERS OR CONSUMER OR CONSUMERS OR CUSTOMER OR CUSTOMERS OR CLIENT OR CLIENTS OR SHOPPER OR SHOPPERS OR PATRON OR PATRONS OR PURCHASER OR PURCHASERS)
S4	139739	S1(6N)(MATCH??? OR ALIGN??? OR COINCIDE? ? OR RECONCILE? ? OR CONFORM? OR COORDINAT??? OR CO()ORDINAT??? OR RELATE? ? OR SYNCHRONI?E? ? OR SYNC? ? OR SYNCH? ?)
S9	9155991	NOTIFI? OR NOTIFY??? OR REPORT??? OR TELL??? OR INFORM? ? - OR INFORMING OR COMMUNICAT??? OR CONTACT?? OR MESSAGE? ? OR DISCLOS??? OR APPRIS??? OR SPECIFY???
S10	1073	S2(20N)S3(20N)S4
S11	137	S9(30N)S10
S12	68	S11(40N)(PRODUCT OR PRODUCTS OR SERVICE OR SERVICES OR MERCHANDISE OR GOODS OR WARES OR COMMODIT??? OR PURCHASES OR SUPPORT OR ASSIST??? OR ASSISTANCE)
S13	30	S12 NOT PY>1999
S14	28	RD (unique items)

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14/3,K/1 (Item 1 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
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01450087 Supplier Number: 24100618 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
This Time It's Personal  
(The top 20 printers in the direct mail segment command less than 38% of  
the \$4.4 bil market)  
Printing Impressions, v 40, n 7, p 27+  
December 1997  
DOCUMENT TYPE: Journal ISSN: 0032-860x (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 1346

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...mail will remain the preferable channel for acquisition programs.

"We recently spoke with a financial services customer who discovered that credit card applications received through the company's Web site were not from as desirable a customer profile as those targeted by direct mail," he reports. "The web site customer was using the power of the Internet to search for low interest rates and no-annual-fee cards and, in most cases, didn't match the client's desired profile."  
Single-source Suppliers

Direct marketers have also emphasized their need for integrated solutions. "The days of using a different vendor...

14/3,K/2 (Item 1 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01795770 04-46761  
Niche sales pull up socks  
Anonymous  
Discount Store News v38n6 PP: A20 Mar 22, 1999  
ISSN: 0012-3587 JRNL CODE: DSN  
WORD COUNT: 781

...TEXT: in fashion, especially color and we're highlighting this in our stores."

Jane Russell, divisional merchandise manager at Ames, says the demand for khaki and denim tones in socks confirms the message that shoppers want socks to match casual looks. "The coordinating looks help shoppers trade up in product and price points."

While shoppers look to match socks with workplace attire and weekend casual looks, they are also looking for specialty socks...

14/3,K/3 (Item 2 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01355383 00-06370  
Streamlining the accounts payable function with EDI  
Huntley, Gerard; Shride, Tim; McLure, Marcia; Moynihan, James J  
Healthcare Financial Management v51n1 PP: 64-67 Jan 1997  
ISSN: 0735-0732 JRNL CODE: HFM  
WORD COUNT: 1360



...TEXT: to suppliers.

To eliminate mismatches among purchase orders, invoices, and receiving documents, KPSC requested electronic price catalogs from its key suppliers. EDI price catalog updates, transmitted in the X12 832 standard, are used to ensure that both buyers and sellers have matching prices in their systems so that all related transactions reference the same price.

It is estimated that up to 33 percent of all mismatches can be eliminated through use of the 832 standard. KPSC, for example, discovered that a key supplier was incorrectly reporting products as taxable. This mismatch resulted in sales ...20 percent of all invoices and related check payments, KPSC targeted procurement cards for many purchases. The administrative cost of maintaining vendor files, documenting invoice approval, and cutting checks for small...

14/3,K/4 (Item 3 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01261882 99-11278  
Capture and communicate value in the pricing of services  
Berry, Leonard L; Yadav, Manjit S  
Sloan Management Review v37n4 PP: 41-51 Summer 1996  
ISSN: 0019-848X JRNL CODE: SMZ  
WORD COUNT: 7548

...TEXT: INDUSTRIES BECAUSE TOO MANY SERVICES MARKETERS IGNORE THE SPECIAL CHAL

Headnote: lenges of pricing intangible products. The authors discuss the implications of this kind of pricing in today's highly competitive...

...offer a framework that reconciles the implications with customers' quest for value. Three distinct but related strategies for services pricing -- satisfaction-based pricing, relationship pricing, and efficiency pricing - can help services marketers capture and communicate value through their pricing.

The pricing of services in the United States is a mess. Consider these examples:  
In 1992, Congress enacted the...

...Act to rein in prices in the cable television industry. This legislation, prompted by widespread consumer dissatisfaction with price increases and poor service, gave broad regulatory powers to the Federal Communications Commission and local communities. Although the sweeping... benefit levels at different price levels. Movie theaters, for example, increase the value of their service by allowing customers to choose whether to pay a higher price for prime time or a lower price for non-prime time. Such segmented pricing also lets the movie theaters synchronize demand patterns with supply capacity without segmented pricing, more customers would go to the movies in the evening, and the facilities would be underutilized during the day. In order to price for value, services marketers must first understand what constitutes value for their target markets. Their goal then becomes capturing and communicating this value proposition - as clearly and compellingly as possible -- through the pricing. We suggest three distinct but related pricing strategies for capturing and communicating the value of a service: satisfaction-based relationship, and efficiency pricing. They can be used independently or in combination. (See nature of services challenges both company and customer to clearly establish the value of the service. Some uncertainty...

14/3,K/5 (Item 4 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01175226 98-24621  
Euronics threat to chains  
Murphy, Claire  
Marketing PP: 8 Feb 15, 1996  
ISSN: 0025-3650 JRNL CODE: MAR  
WORD COUNT: 226

...TEXT: Currys or Comet.

"Everyone knows that bulk buying means cheaper, and that's a credible message that consumers will understand."

This will be communicated initially via a mail shot to seven million households, along with local press advertising shared by a group of Euronics retailers in that district.

Euronics prices match Argos, Dixons and Currys on a random selection of goods.

(Photograph Omitted)  
The CIH scheme emerges as the high street chains attempt to kick-start the consumer electronics market with price-led strategies.

A spokeswoman for CIH said that the priority for Euronics was getting retailers...

14/3,K/6 (Item 5 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01035257 96-84650  
Implementing TQM in the delivery of government-contracted healthcare  
Attaran, Mohsen; Fitzgerald, Heather D  
Industrial Management v37n2 PP: 9-14 Mar/Apr 1995  
ISSN: 0019-8471 JRNL CODE: IM  
WORD COUNT: 4327

...TEXT: conformance to requirement

- \* The system--prevention;
- \* The performance standard--zero defects; and
- \* The measurement--the price of nonconformance.

In order to maximize conformance to retirements, FHP recognizes that management and employees must determine what the customer requirements are. Recognizing that management reports often represent a fraction of problems and improvement opportunities, they encourage employees to utilize a process to determine requirements:

- \* Input--ask the customer;
- \* Process--communicate these requirements to suppliers and service partners; and
- \* Output--measure the outcomes to determine satisfaction in meeting requirements.

The member services function of FHP serves to facilitate this interaction

with customers, while the plan administration area communicates with service partners, augmenting statistical management reports. Member satisfaction tracking studies and surveys serve not only to...

14/3,K/7 (Item 6 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2007 ProQuest Info&Learning. All rts. reserv.

00976271 96-25664  
Relationship marketing and collaborative networks in service organizations  
Cravens, David W; Piercy, Nigel F  
International Journal of Service Industry Management v5n5 PP: 39-53 1994  
ISSN: 0956-4233 JRNL CODE: SIM  
WORD COUNT: 5740

...TEXT: organize its activities into three to five key processes (e.g. sales generation and customer service) (Business week, 1993). Multifunctional teams are the primary organizational units and customer satisfaction is a key objective and measure of performance. Employees are encouraged to make regular contact with suppliers and customers. These characteristics provide a close match with the guidelines of relationship marketing.

#### Internal Redesign

The organizational renewal process is more complex...

...design of the organization. The new organization forms are lean, flexible, adaptive, and responsive to customer needs and market requirements (Cravens, Shipp and Cravens, 1994). Technology is a core advantage, involving innovation in designing products to meet customer needs, arranging supply and distribution networks and constantly staying in touch with...

14/3,K/8 (Item 7 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2007 ProQuest Info&Learning. All rts. reserv.

00881974 95-31366  
GATT treaty seen having modest impact on chemicals trade  
Hess, Glenn  
Chemical Marketing Reporter v246n1 PP: 18 Jul 4, 1994  
ISSN: 0090-0907 JRNL CODE: CHM  
WORD COUNT: 292

...TEXT: result in negligible to small positive increases in production and employment. For US consumers of products from the energy and chemicals sectors, "there are likely to be negligible benefits associated with lower prices and increased product diversity." Gains to consumers of pharmaceuticals and miscellaneous chemicals are expected to be relatively larger, the report adds, but still remain small.

Although tariff reductions are the most significant provision in the agreement for most energy and chemical sectors, trade-related aspects of intellectual property rights (TRIPs) provisions also will be beneficial for several industries, according to the study.

"For...

14/3,K/9 (Item 8 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2007 ProQuest Info&Learning. All rts. reserv.

00813248 94-62640

The impact of information technology on the organization of economic activity: The "move to the middle" hypothesis

Clemons, Eric K; Reddi, Sashidhar P; Row, Michael C

Journal of Management Information Systems: JMIS v10n2 PP: 9-35 Fall 1993

ISSN: 0742-1222 JRNL CODE: JMI

WORD COUNT: 12133

...TEXT: the efficiency of competition to reduce risk depends on comparability among suppliers--increasing differentiation of product offerings reduces this comparability, thus increasing the costs of search or reducing the benefits of...

...as increasing the level of differentiation of the product. Instead of being evaluated on simple price and physical product characteristics, a supplier must be evaluated on lead time, flexibility, reliability, innovation, and value-added services. The increasing complexity of the relevant product/service characteristics inherent in increasing explicit coordination increases the cost of search. Most economic models of search are based on fixed product characteristics from which a buyer must select. The bundle of product and service characteristics inherent under explicit coordination is very different: more aspects of service become important characteristics in the selection of a supplier. These service characteristics are critical and yet more difficult to specify. For example, a company may adopt a new manufacturing process that requires components to be...

14/3,K/10 (Item 9 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00634779 92-49719

Making Quality a Common Cause

Pence, J. L.

Quality v31n9 PP: 27-30 Sep 1992

ISSN: 0360-9936 JRNL CODE: QUA

WORD COUNT: 1747

...TEXT: several kinds of programs that seek to help ensure quality in the hardware and software products that client companies buy. These programs are based on five principles that incorporate a consensus of ideas from leading quality experts:

- \* Quality comes from prevention, not correction.
  - \* Quality conforms to valid requirements and user expectations.
  - \* The cost of poor quality should be minimized.
  - \* The supplier is responsible for product quality.
  - \* Suppliers must continuously improve their quality.
- Bellcore applies these principles within three interrelated programs: generic requirements, technical analysis, and quality surveillance.

In the generic-requirements program, Bellcore suppliers and users/customers advance and develop promising technological concepts that could serve the business strategies of the client companies. Bellcore's primary activity is to specify and publish technical references that document generic requirements for those technologies.

In the technical-analysis program, Bellcore may work with individual suppliers in the early stages of a product's development or deployment or



when significant changes are made in a product. A technical...

14/3,K/11 (Item 10 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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00628315 92-43255

Korean Importer Perceptions of US and Japanese Industrial Goods Exporters  
Kraft, Frederic B.; Chung, Kae H.  
International Marketing Review v9n2 PP: 59-73 1992  
ISSN: 0265-1335 JRNL CODE: IRV  
WORD COUNT: 6190

...TEXT: the selection of suppliers. Assael (1987) notes that while a rational economic model suggests that product specifications should determine organizational buyers' selection of vendors, in reality vendor selection and loyalty often...

...choices. Following the research that has highlighted the importance of both product offer and supplier related characteristics, this article will employ both types of variables in the examination of Korean importers' perceptions...national origin on buyer perception of product attributes. One research effort which did focus on supplier selection criteria was conducted by Hakahsson and Wootz (1975). Their study of Swedish purchasing agents characterized supplier selection criteria as bid characteristics (e.g. product offer related variables such as price and quality) and supplier or exporter characteristics such as country of location, reputation and size. Country of origin was the most important criterion in situations where buyers were highly uncertain about purchasing inputs. Another country of origin study by Khanna (1986) addressed the difficulties faced by Indian exporters in promoting their products to foreign purchasing managers. As a result of importers' lack of information about Indian exporters...

14/3,K/12 (Item 11 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2007 ProQuest Info&Learning. All rts. reserv.

00566138 91-40492

Lists and Databases: Bingo. . .  
Jackson, Donald R.  
Direct Marketing v54n4 PP: 28-30 Aug 1991  
ISSN: 0012-3188 JRNL CODE: DIM  
WORD COUNT: 2421

...TEXT: before marketing. Fourth, the appending of external data becomes more meaningful and more valuable. Duplicate product offers are eliminated, and solicitations reach only those individuals who match the most profitable customer profile.

And, fifth, the company achieves outstanding flexibility. Content maintenance and control of the system rests entirely with the company. Software is table-driven, so marketers can freely modify parameters related to marketing strategy, product pricing and profiling.

The system, simply put, allows information tracking at any level. If a problem develops with a prospective customer's application, the system can alert telemarketing, the prospect contacted and the problem clarified or resolved--automatically. With the IDBMS environment, marketing decisions are created...

14/3,K/13 (Item 12 from file: 15)

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DIALOG(R)File 15:ABI/Inform(R)  
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00519401 90-45158

PBX Systems: The Twenty-First Century Phone System

Ubois, Jeffrey

CFO: The Magazine for Chief Financial Officers v6n10 PP: 48-58 Oct 1990

ISSN: 8756-7113 JRNL CODE: CFO

...ABSTRACT: for itself over time through lower telephone and personnel costs, improved internal communications, and better service to customers. The technical issues involved in purchasing a new PBX and coordinating it with company operations and other systems could warrant hiring a consultant. An important step for all buyers is to clearly define the requirements for the new PBX. Developing a highly specific request for proposal (RFP) will clarify what is needed and is the key to effective negotiations with suppliers. The RFP should include requirements for interfaces to other phone-related services. PBX vendors offer such services as station message detail recording, automated call distribution, and TI interface.

14/3,K/14 (Item 1 from file: 610)

DIALOG(R)File 610:Business Wire

(c) 2007 Business Wire. All rts. reserv.

00067422 19990629180B1176 (USE FORMAT 7 FOR FULLTEXT)

(PMWI) PageMart Signs Exclusive Internet Commerce Deal with AllnetServices.Com Corp.; Online Company to Offer Full Range of PageMart Products and Service Options

Business Wire

Tuesday, June 29, 1999 08:34 EDT

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 566

...PageMart's new nationwide narrowband PCS network will allow the company to provide pre-programmed message response and two-way messaging later in 1999.

AllnetServices.com Corp. specializes in online marketing and distribution of a broad range of products and services at wholesale prices to both consumer and trade customers. Its Internet-related businesses include; AllnetDirect.com, which lists over 45,000 computer-related products; GoingOnce.net, a 24-hour online auction; Allmonitors.com, the first web-site dedicated solely to offering all monitor-related merchandise; Allcopiers.com, offering wholesale pricing on office equipment; Allnotebooks.com, offering laptops, PDAs and accessories; and AllnetServices.com, which offers...

14/3,K/15 (Item 2 from file: 610)

DIALOG(R)File 610:Business Wire

(c) 2007 Business Wire. All rts. reserv.

00036083 19990427117B0396 (USE FORMAT 7 FOR FULLTEXT)

Adaptec Partners with MP3.com to Promote Downloadable Music

Business Wire

Tuesday, April 27, 1999 17:06 EDT

JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 423

...market, risk associated with the computer

Robert Finley

peripherals market, reliance on industry standards, dependence on new products, competition, risks associated with acquisitions, certain issues related to distributors, intellectual property protection and disputes, and customers need for interoperability. For a more detailed discussion of factors that affect the company's operating results, interested parties should review the company's SEC reports, including Adaptec's Annual Report on Form 10-K for the fiscal year ended March 31, 1998, and Quarterly Reports...

14/3,K/16 (Item 3 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2007 Business Wire. All rts. reserv.

00035383 19990426116B0276 (USE FORMAT 7 FOR FULLTEXT)  
Digital Market Announces Supply Chain Performance Tracking Tool for Direct Materials  
Business Wire  
Monday, April 26, 1999 12:25 EDT  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 570

...example, % of parts  
under contract has been exceeded. They can then drill down, by site, product, commodity, or part, to see exactly where the company is exceeding or falling short of this...

...Analysis uses OLAP technology from Hyperion Solutions Corp. to generate both standard and user-defined reports. Examples of possible reports include Commodity Analysis, Contract Price Comparison, Contracts by Commodity, Contracts by Manufacturer Line, and Supplier Conformance with Target Price.

Digital Buyer Reporting and Analysis will be available as an add-on product with Digital Buyer 5.0 (see separate press release).

"Supply Chain Managers are hampered by...

14/3,K/17 (Item 4 from file: 610)  
DIALOG(R)File 610:Business Wire  
(c) 2007 Business Wire. All rts. reserv.

00026475 1999097B0389 (USE FORMAT 7 FOR FULLTEXT)  
Freedom International Brokerage -- Freedom Information Services Releases Freedom TraderDirect  
Business Wire  
Wednesday, April 7, 1999 17:19 EDT  
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 508

TEXT:

...be made available to the financial markets. The system is distinct from traditional interdealer brokerage services, which offer clients access to prices via dedicated screens and feeds but allows posting of prices and execution of trades only through telephone contact with the broker. Freedom TraderDirect(TM) users will be able to post live prices and execute trades from their existing workstation and network environments. Freedom TraderDirect(TM) also offers more functionality than a price matching or price discovery type of trading system in that all prices are live and capable of being...

14/3,K/18 (Item 1 from file: 624)  
DIALOG(R)File 624:McGraw-Hill Publications  
(c) 2007 McGraw-Hill Co. Inc. All rts. reserv.

0188808

FAR EAST: NAPHTHA GAINS BUT BALANCE OF THE BBL REFUSES TO FOLLOW NYMEX  
Platts Oilgram Price Report, Vol. 68, No. 8, Pg 1-A  
January 11, 1990  
JOURNAL CODE: POP  
ISSN: 0162-1292  
WORD COUNT: 524

TEXT:

... and sluggish demand. Sellers indicated in the low-\$27's or lower for Jan. and buyers asked market related prices. One early-Feb. seller indicated at \$26.50 FOB. Buyers were mostly sidelined. Trade for low pour product was reported below the range low. The Ptt tender's top bid was said at MOP's...

14/3,K/19 (Item 2 from file: 624)  
DIALOG(R)File 624:McGraw-Hill Publications  
(c) 2007 McGraw-Hill Co. Inc. All rts. reserv.

0174298

EUROPE: LITTLE INTEREST IN MOGAS, NAPHTHA; BALANCE OF THE BBL MORE ACTIVE  
Platts Oilgram Price Report, Vol. 67, No. 211, Pg 5-A  
November 1, 1989  
JOURNAL CODE: POP  
ISSN: 0162-1292  
WORD COUNT: 542

TEXT:

... to small parcels for prem 0.4 material. Prem 0.25 was quiet with potential buyers hard to find. Prices were talked on spot related bases.

NWE and Med naphtha markets remained thin and flat. Few fixed indications on physical...

...00 C&F and Dec. talked at \$161.00-161.50 C&F. Med cargoes reported buyers and sellers somewhat apart.

Specific requirements find occasional jet fuel buyers willing to pay close to the high numbers being asked, as in a deal done...

... at \$213 CIF NWE. But, demand is still scattered. Some demand was heard for Med product, and more is said likely to emerge later in Nov. Barges were offered at \$210...

14/3,K/20 (Item 3 from file: 624)  
DIALOG(R)File 624:McGraw-Hill Publications  
(c) 2007 McGraw-Hill Co. Inc. All rts. reserv.

0102203

EUROPE: FUEL OIL PRICES ON THE RISE  
Platts Oilgram Price Report, Vol. 66, No. 228, Pg 5-A  
November 23, 1988

JOURNAL CODE: POP  
ISSN: 0162-1292  
WORD COUNT: 379

TEXT:

... day, with indications around \$169-170 FOB ARA. NWE cargo markets were extremely quiet, with buyers and sellers reluctant to discuss fixed price ideas in light of the uncertainty. In the Med, all was quiet, with prices indicated...

... interest hard to find over the day and U.S. markets still failing to give support. Seller ideas were linked to a spot related basis.

Naphtha prices continued firm in thin trade. 2nd-half Dec. buyers quoted between \$129-130 C&F NWE. Nov./Dec. differentials were difficult to assess as numbers firmed rapidly. Med cargoes reported bids at \$130-131 CIF Med. Prompt NWE and med cargoes firmed through the day...

14/3,K/21 (Item 4 from file: 624)  
DIALOG(R)File 624:McGraw-Hill Publications  
(c) 2007 McGraw-Hill Co. Inc. All rts. reserv.

0088422

FAR EAST: NAPHTHA PRICES DOWN IN A MILD AND BEARISH MARKET  
Platts Oilgram Price Report, Vol. 66, No. 165, Pg 1-A

August 25, 1988  
JOURNAL CODE: POP  
ISSN: 0162-1292  
WORD COUNT: 311

TEXT:

... amid an ambivalent mood as demand slackened and buyers turned relaxed following recent end-user purchases and attention shifted to Oct. End-users with Sept. ullage asked in the low-\$19's with sellers a shade above. Singapore levels were also under pressure with sellers mostly asking market related prices with buyers reported holding in the mid-\$18's. The A.G. tone was soft with Japan. Two to three cargoes were reported awarded in the IOC tender to a lone A.G. supplier.

Singapore gasoil price levels stagnated with little change in indications as demand failed to pick up. Sellers asked market related price levels with buyers holding around \$16.50 as the trend continued vague. The A.G. held with Singapore...

14/3,K/22 (Item 5 from file: 624)  
DIALOG(R)File 624:McGraw-Hill Publications  
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0030438

SUE YOUR STOCKBROKER? YOU CAN'T, YOU KNOW : But a high court ruling could expose brokers to big damages

Stuart Weiss in New York, with Paula Dwyer in Washington  
Business Week, Number 2987, Pg 75

March 2, 1987  
JOURNAL CODE: BW  
SECTION HEADING: Finance ISSN: 0007-7135  
WORD COUNT: 674

Robert Finley

TEXT:

... customer's financial status, investment experience, and trading objectives--and recommend transactions that don't match the customer's requirements and limitations.

-- Trades are done without a customer's knowledge or permission.

--A broker provides misinformation about a company's prospects or fails to disclose information or risks.

--The broker trades excessively just to generate commissions.

Wall Street is worried...

... the McMahons will win. The Securities Industry Assn. and 25 firms have filed briefs in support of Shearson. If the McMahons are successful, it could mean millions of dollars in legal...

14/3,K/23 (Item 1 from file: 810)  
DIALOG(R)File 810:Business Wire  
(c) 1999 Business Wire . All rts. reserv.

0844981 BW1152

PROFILE POWERSOURCE ONLINE INC: Corporate Profile for PowerSource Online Inc., dated May 1, 1998

May 01, 1998

Byline: Business Editors

...computer products. PowerSource enables the sourcing customer to electronically contact the distributor when the right product is located in the database.

PowerSource is a real-time service with inventory files uploaded directly into the online database. The Trading Floor is a unique feature that automatically notifies buyers and sellers with specific requirements that a match has been located in the system.

PowerSource has experienced strong growth with 300 percent increase...

14/3,K/24 (Item 2 from file: 810)  
DIALOG(R)File 810:Business Wire  
(c) 1999 Business Wire . All rts. reserv.

0751205 BW1243

KPMG: KPMG Announces the Availability of Its Rapid Return on Investment "R2i" Offering for Release 10.7 SmartClient Oracle Applications

September 29, 1997

Byline: Business/Technology Editors

Robert Finley

...such as company size, database size, number of end-users, number of sites and required service levels for availability (hours per day times number of days), reliability (percentage uptime and time...

...from a failure) and performance (response time and throughput). Working with each of these hardware vendors, KPMG matches client requirements to an existing pre-configured solution, or can specify a customized configuration. KPMG also provides TechAssist services to help clients install and operate their new Oracle Applications. With KPMG's TechAssist service to handle the myriad tasks necessary to install and support Oracle Applications, clients can focus on the business side of implementation. Throughout an implementation project...

14/3,K/25 (Item 3 from file: 810)  
DIALOG(R)File 810:Business Wire  
(c) 1999 Business Wire . All rts. reserv.

0383008 BW827

**BANYAN SYSTEMS: BANYAN INTRODUCES NEW PRICING MODEL FOR VINES AND ENTERPRISE NETWORK SERVICE PRODUCT LINES; New User-Based Structure for Products and Value Investment Protection Plan**

February 1, 1994

Byline: Business Editors

...500 24,995 500 7,495  
1000 48,995 1000 14,695  
ENS for Netware pricing, already user-based to align with the Netware pricing model, will not change.  
Customers with questions concerning the new VINES and ENS pricing should contact their reseller or Banyan directly at (800) 2BANYAN.

About Banyan Systems Incorporated  
Banyan Systems (NASDAQ:BNYN) is a pioneer and leader in enterprise-wide networking software products. These products enable customers to integrate multiple heterogeneous computer platforms into a unified global network that is...

14/3,K/26 (Item 1 from file: 813)  
DIALOG(R)File 813:PR Newswire  
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1069382 NEM011  
**Thomas & Betts Corp. Selects Trilogy's SC Pricer to Bring Real-Time Information to The Point of Sale**

DATE: March 17, 1997 08:29 EST WORD COUNT: 478

...will help us to drive revenues by reducing the time it takes for us to communicate pricing changes to our distributors and help us to better serve our customers."

"SC Pricer allows us to capitalize on our innovative services such as Distributor Manufacturer Integration 'Synchronized Pricing'," said Bob Johnson, manager of business research for Thomas & Betts. "'Synchronized Pricing' eliminates the possibility of pricing discrepancies, thereby helping eliminate invoice discrepancies and reducing

Robert Finley

the cost of doing business with Thomas & Betts."

The electronic instrument and controls industry involves hundreds of thousands of products and parts and an extremely complex pricing structure. In order to remain competitive in this...

14/3,K/27 (Item 2 from file: 813)  
DIALOG(R)File 813:PR Newswire  
(C) 1999 PR Newswire Association Inc. All rts. reserv.

0906192 NYTH037  
INTERTAN REPORTS 1996 SECOND QUARTER RESULTS; MARGINS IMPROVE DESPITE  
DIFFICULT RETAIL ENVIRONMENT

DATE: January 25, 1996 10:47 EST WORD COUNT: 702

CORRECTION:

...the second quarter as a result of strong holiday sales, especially cellular phones and related services. Canada and the U.K. reported comparative store sales declines of 5.4% and 5.6%, respectively. The Canadian retail market was negatively impacted by a combination of sluggish consumer spending and aggressive pricing by many retailers. In the U.K., margins were maintained at the year ago level despite intense price - related and promotional competition. Overall, same store sales for all countries were down 2.2% for...

...the second quarter as a result of strong holiday sales, especially cellular phones and related services. Canada and the U.K. reported comparative store sales declines of 5.4% and 5.6%, respectively. The Canadian retail market was negatively impacted by a combination of sluggish consumer spending and aggressive pricing by many retailers. In the U.K., margins were maintained at the year ago level despite intense price related and promotional competition. Overall, same store sales for all countries were down 2.2% for...

14/3,K/28 (Item 3 from file: 813)  
DIALOG(R)File 813:PR Newswire  
(C) 1999 PR Newswire Association Inc. All rts. reserv.

0458145 DC001  
PRACTICAL COMPUTER CONSIGNMENTS OPENS HUGE NEW SUPER-STORE TO OFFER  
ECONOMICALLY-SOUND ALTERNATIVES FOR PC BUYERS AND SELLERS

DATE: March 24, 1992 09:01 EST WORD COUNT: 680

...the needs of local, regional, national and international customers, Practical has now introduced an innovative service to match "Want to Buy" and "Have to Sell" listings through its Practical Computer Exchange fax service. Buyers and sellers simply send a fax message to Practical describing their requirements and offerings, along with their target Bid/Ask prices. Practical responds to buyers and sellers based on its own inventory and the resource data base it maintains to match demand with supply at highly competitive prices.

Owners of items consigned for sale at the capital area super-store are charged a...

...which is deducted from the price of items sold. The Practical Computer Exchange fax matching service is free and is based on a resale mark-up. Sellers who ship their equipment...



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File 16:Gale Group PROMT(R) 1990-2007/Jul 05  
 (c) 2007 The Gale Group  
 File 148:Gale Group Trade & Industry DB 1976-2007/Jul 03  
 (c)2007 The Gale Group  
 File 160:Gale Group PROMT(R) 1972-1989  
 (c) 1999 The Gale Group  
 File 275:Gale Group Computer DB(TM) 1983-2007/Jul 03  
 (c) 2007 The Gale Group  
 File 570:Gale Group MARS(R) 1984-2007/Jul 02  
 (c) 2007 The Gale Group  
 File 621:Gale Group New Prod.Annou.(R) 1985-2007/Jul 03  
 (c) 2007 The Gale Group  
 File 635:Business Dateline(R) 1985-2007/Jul 06  
 (c) 2007 ProQuest Info&Learning  
 File 636:Gale Group Newsletter DB(TM) 1987-2007/Jul 03  
 (c) 2007 The Gale Group

Set	Items	Description
S1	13890589	PARAMETER? ? OR SPECIFICATION? ? SPECS OR CRITERIA OR CRITERION OR CHARACTERISTIC? ? OR QUALITIES OR PROPERTY? ? OR PROPERTIES OR PROFILE OR REQUIREMENTS OR PREREQUISITE? ? OR PRICE? ? OR PRICING
S2	670136	S1(6N)(MERCHANT? ? OR RETAILER? ? OR SELLER? ? OR TRADE? ? OR SUPPLIER? ? OR VENDOR? ? OR DEALER? ? OR RESELLER? ? OR DISTRIBUTOR? ? OR MARKETER? ? OR AUCTIONEER? ?)
S3	1187168	S1(6N)(BUYER OR BUYERS OR CONSUMER OR CONSUMERS OR CUSTOMER OR CUSTOMERS OR CLIENT OR CLIENTS OR SHOPPER OR SHOPPERS OR PATRON OR PATRONS OR PURCHASER OR PURCHASERS)
S4	299939	S1(6N)(MATCH??? OR ALIGN??? OR COINCIDE? ? OR RECONCILE? ? OR CONFORM? OR COORDINAT??? OR CO( )ORDINAT??? OR RELATE? ? OR SYNCHRONI?E? ? OR SYNC? ? OR SYNCH? ?)
S5	19239928	NOTIFI? OR NOTIFY??? OR REPORT??? OR TELL??? OR INFORM? ? - OR INFORMING OR COMMUNICAT??? OR CONTACT?? OR MESSAGE? ? OR DISCLOS??? OR APPRIS??? OR SPECIFY???
S6	1867	S2(16N)S3(16N)S4
S7	183	S6(24N)S5
S8	100	S7(40N)(PRODUCT OR PRODUCTS OR SERVICE OR SERVICES OR MERCHANDISE OR GOODS OR WARES OR COMMODIT??? OR PURCHASES OR SUPPORT OR ASSIST??? OR ASSISTANCE)
S9	42	S8 NOT PY>1999
S10	25	RD (unique items)

10/3,K/1 (Item 1 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06292753 Supplier Number: 54469449 (USE FORMAT 7 FOR FULLTEXT)  
Digital Market Announces Supply Chain Performance Tracking Tool for Direct Materials.

Business Wire, p0276  
April 26, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 537

... example, % of parts under contract has been exceeded. They can then drill down, by site, **product**, **commodity**, or part, to see exactly where the company is exceeding or falling short of this...

...Analysis uses OLAP technology from Hyperion Solutions Corp. to generate both standard and user-defined reports. Examples of possible reports include **Commodity Analysis**, **Contract Price Comparison**, **Contracts by Commodity**, **Contracts by Manufacturer Line**, and **Supplier Conformance with Target Price**.

Digital Buyer Reporting and Analysis will be available as an add-on **product** with Digital Buyer 5.0 (see separate press release).  
"Supply Chain Managers are hampered by...

10/3,K/2 (Item 2 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06258347 Supplier Number: 54318262 (USE FORMAT 7 FOR FULLTEXT)  
Freedom International Brokerage -- Freedom Information Services Releases  
Freedom TraderDirect.

Business Wire, p0389  
April 7, 1999  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 506

... be made available to the financial markets. The system is distinct from traditional interdealer brokerage services, which offer clients access to **prices** via dedicated screens and feeds but allows posting of **prices** and execution of **trades** only through telephone contact with the broker. Freedom TraderDirect(TM) users will be able to post live **prices** and execute **trades** from their existing workstation and network environments. Freedom TraderDirect(TM) also offers more functionality than a **price matching** or **price discovery** type of trading system in that all **prices** are live and capable of being...

10/3,K/3 (Item 3 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06231442 Supplier Number: 54263654 (USE FORMAT 7 FOR FULLTEXT)  
Niche sales pull up socks.(sales of women's socks at discount stores)  
Discount Store News, v38, n6, pA20(1)  
March 22, 1999  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 753

... in fashion, especially color and we re highlighting this in our stores?

Robert Finley

Jane Russell, divisional merchandise manager at Ames, says the demand for khaki and denim tones in socks confirms the message that shoppers want socks to match casual looks. "The coordinating looks help shoppers trade up in product and price points?"

While shoppers look to match socks with workplace attire and weekend casual looks, they are also looking for specialty socks...

10/3,K/4 (Item 4 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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06177057 Supplier Number: 54044669 (USE FORMAT 7 FOR FULLTEXT)  
It's Not a Digital Market, It's a Digital Payment System.(electronic commerce)(Internet/Web/Online Service Information)(Column)  
Walsh, Brian  
Network Computing, p23(1)  
March 8, 1999  
Language: English Record Type: Fulltext  
Article Type: Column  
Document Type: Magazine/Journal; Trade  
Word Count: 1511

... symbol and number of trades. To make progress, we must extend that analogy by providing message formats that include broader concepts to describe arbitrary products, their prices and matching buyers with sellers.

Whether it's a consumer learning and/or remembering a merchant's site structure or...

10/3,K/5 (Item 5 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

05587480 Supplier Number: 48457861 (USE FORMAT 7 FOR FULLTEXT)  
Corporate Profile for PowerSource Online Inc., dated May 1, 1998.  
Business Wire, p5011152  
May 1, 1998  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 266

... computer products. PowerSource enables the sourcing customer to electronically contact the distributor when the right product is located in the database.

PowerSource is a real-time service with inventory files uploaded directly into the online database. The Trading Floor is a unique feature that automatically notifies buyers and sellers with specific requirements that a match has been located in the system.

PowerSource has experienced strong growth with 300 percent increase...

10/3,K/6 (Item 6 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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05357188 Supplier Number: 48148278 (USE FORMAT 7 FOR FULLTEXT)  
This Time It's Personal  
Greenlaw, Dawn  
Printing Impressions, p27  
Dec, 1997  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 1283

... mail will remain the preferable channel for acquisition programs.  
'We recently spoke with a financial services customer who discovered that credit card applications received through the company's web site were not from as desirable a customer profile as those targeted by direct mail,' he reports. 'The web site customer was using the power of the Internet to search for low interest rates and no-annual-fee cards and, in most cases, didn't match the client's desired profile.'

Single-source Suppliers

Direct marketers have also emphasized their need for integrated solutions.

10/3,K/7 (Item 7 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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04910403 Supplier Number: 47219669 (USE FORMAT 7 FOR FULLTEXT)  
Thomas & Betts Corp. Selects Trilogy's SC Pricer to Bring Real-Time Information to The Point of Sale

PR Newswire, p0317NEM011

March 17, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 508

... will help us to drive revenues by reducing the time it takes for us to communicate pricing changes to our distributors and help us to better serve our customers0."

"SC Pricer allows us to capitalize on our innovative services such as Distributor Manufacturer Integration 'Synchronized Pricing'," said Bob Johnson, manager of business research for Thomas & Betts. "Synchronized Pricing" eliminates the possibility of pricing discrepancies, thereby helping eliminate invoice discrepancies and reducing the cost of doing business with Thomas & Betts."

The electronic instrument and controls industry involves hundreds of thousands of products and parts and an extremely complex pricing structure. In order to remain competitive in this...

10/3,K/8 (Item 8 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

04877225 Supplier Number: 47174857 (USE FORMAT 7 FOR FULLTEXT)  
Cambio Networks Unveils Command 5.0 Enterprise Network Documentation System, a Breakthrough Solution for Documenting Infrastructure of Mission Critical Networks; Includes Enhanced Usability Through windows NT/95 Client.

Business Wire, p3031203

March 3, 1997

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 831

... integrating tightly with other network management applications and providing an accounting of all physical attributes related to the network.

Pricing & Availability

Available immediately directly from Cambio Networks and its authorized distributors, COMMAND for windows clients are priced starting at \$2,000 per seat. Complete COMMAND 5.0 Network Documentation Systems are priced starting at \$45,000. Current Cambio customers interested in upgrade pricing can contact their Cambio account manager. A comprehensive range of professional consulting, training and implementation

Robert Finley

services are also offered to support the COMMAND 5.0 Network Documentation System.

Cambio Networks, Inc.

Cambio Networks, headquartered in Santa...

10/3,K/9 (Item 9 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

04638123 Supplier Number: 46823283 (USE FORMAT 7 FOR FULLTEXT)  
CHECKOUT

WWD, v172, n79, p12

Oct 23, 1996

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 440

... favor, says a federal study on scanners. Moreover, scanners do a more accurate job for customers than manually entered pricing, the study found.

Overall, the 18-month research project by the Federal Trade Commission revealed scanned prices don't match the shelf or sale prices for goods 5 percent of the time, versus a 16 percent error rate for prices manually entered. The report covered 17,298 items purchased. Department stores, with a 9.15 percent error rate, had...

10/3,K/10 (Item 10 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

04171564 Supplier Number: 46093095 (USE FORMAT 7 FOR FULLTEXT)  
INTERTAN REPORTS 1996 SECOND QUARTER RESULTS; MARGINS IMPROVE DESPITE  
DIFFICULT RETAIL ENVIRONMENT

PR Newswire, p125NYTH037

Jan 25, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 806

... the second quarter as a result of strong holiday sales, especially cellular phones and related services. Canada and the U.K. reported comparative store sales declines of 5.4% and 5.6%, respectively. The Canadian retail market was negatively impacted by a combination of sluggish consumer spending and aggressive pricing by many retailers. In the U.K., margins were maintained at the year ago level despite intense price related and promotional competition. Overall, same store sales for all countries were down 2.2% for...

10/3,K/11 (Item 11 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

03644398 Supplier Number: 45142383 (USE FORMAT 7 FOR FULLTEXT)  
Operator Interface Modules are All in Oie Assembly

News Release, pN/A

Nov 16, 1994

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 167

... This allows for a one piece assembly in place of multiple assemblies built by different vendors. This reduces cost, space

Robert Finley

requirements , assembly time, interconnectiflns, and handling needs. For ynstance, these assemblies often eliminate the need for a secondary PC board. Field serviceability is enhanced as the customer can contact one supplier for all requirements related to the assembly. Bergquist can take an existing design and convert it or design an entirely new product .

Bergquist manufactures Heatsea membrane switches for the keypad portion of the assemblies. Theso keypads are...

10/3,K/12 (Item 12 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2007 The Gale Group. All rts. reserv.

03450792 Supplier Number: 44813517 (USE FORMAT 7 FOR FULLTEXT)  
Regulatory Action: GATT Treaty Seen Having Modest Impact on Chemicals Trade  
Chemical Marketing Reporter, p18  
July 4, 1994  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Tabloid; Trade  
Word Count: 295

... result in negligible to small positive increases in production and employment. For US consumers of products from the energy and chemicals sectors, 'there are likely to be negligible benefits associated with lower prices and increased product diversity.' Gains to consumers of pharmaceuticals and miscellaneous chemicals are expected to be relatively larger, the report adds, but still remain small.

Although tariff reductions are the most significant provision in the agreement for most energy and chemical sectors, trade - related aspects of intellectual property rights (TRIPS) provisions also will be beneficial for several industries, according to the study.

'For...

10/3,K/13 (Item 1 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

11035645 SUPPLIER NUMBER: 54556710 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
The Top 100 Chemical Distributors.  
Purchasing, 126, 7, 40C11(1)  
May 6, 1999  
ISSN: 0033-4448 LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 1403 LINE COUNT: 00140

... 10 distributor partners. The "Global Chemical Distribution Alliance" was formed with the intent to simplify service , streamline business processes, and reduce overall costs for multinational customers, according to Bill Hough, VP and director of marketing at Chemcentral.

The alliance will enable Chemcentral and its partner distributors to coordinate suppliers , pricing , delivery, and warehousing. Global customers will deal with one contact point, depending upon customer location. Electronic commerce will be used as much as possible, according

10/3,K/14 (Item 2 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

08920338 SUPPLIER NUMBER: 18634355 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Retail pricing. (hardware stores)(Special Advertising Section)  
Pink, Ronald A.  
Do-It-Yourself Retailing, v171, n2, p52(1)

August, 1996

ISSN: 0889-2989

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 637

LINE COUNT: 00055

... demonstrated that we can lower some prices (and increase others) to achieve the perception with customers of being priced right everyday. Yes, you can be priced right and profitable at the same time. RPS can achieve that.

Isn't that reason enough to contact your Distribution America distributor about this program?

RELATED ARTICLE: CREATING A PRICING MANAGEMENT PLAN

RPS helps the retailer :

- \* Create an improved price position with consumers
  - \* Identify all products by their level of price sensitivity
  - \* Systematically adjust prices to match a retailer's competitive situation and desired price position in market
  - \* Generate higher gross profit dollars through retail right pricing
- RPS includes:
- \* Competitive...

10/3,K/15 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2007 The Gale Group. All rts. reserv.

08844306 SUPPLIER NUMBER: 18333957

(USE FORMAT 7 OR 9 FOR FULL TEXT)

What's driving demand?(Cover Story)

Baker, Dan; Klein, Stanley

Telephony, v230, n16, p30(5)

April 15, 1996

DOCUMENT TYPE: Cover Story

ISSN: 0040-2656

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 2485 LINE COUNT: 00206

... warehousing are in particularly high demand today. In fact, the market for telecom warehouse integration services reached \$84 million in 1995, with EDS/dbIntellect, AT&T GIS and Price waterhouse the leading suppliers.

RELATED ARTICLE: Where this data comes from

The information in this article is based on a recent Technology Research Institute study titled, Data Warehousing & Decision Support Systems in Telecommunications: A worldwide Survey & Market Analysis of Telecom Buyer Demand & Requirements.

The 274-page research study was originally commissioned by six computer firms. The report is now available for off-the-shelf purchase and contains 64 tables and charts, plus...

10/3,K/16 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2007 The Gale Group. All rts. reserv.

08721656 SUPPLIER NUMBER: 18366976

(USE FORMAT 7 OR 9 FOR FULL TEXT)

'Beyond the box' with new manufacturing alliances. (food industry)(Cover Story)

Morris, Charles E.

Chilton's Food Engineering, v68, n4, p63(5)

April, 1996

DOCUMENT TYPE: Cover Story

ISSN: 0193-323X

LANGUAGE: English

RECORD TYPE: Fulltext

WORD COUNT: 2156 LINE COUNT: 00184

... the co-packer guaranteed production time, provided purchasing and logistics for both ingredients and finished products, and a per-unit packing fee which didn't fluctuate.

Robert Finley

"Innovation can be achieved with little or no resources," Scales concluded. "I started with less than \$100, 000."

RELATED ARTICLE: Vendor Partnership Criteria  
Trust Quality (Zero Defects) Certification Maximize customer service Innovation Productivity improvement Technical support  
Competitive advantage Total cost vs. unit cost Volume incentives Electronic Data Interchange Open communication Environmental responsibility  
Financial stability

(Source: Thomas J. Lipton Co.)

10/3,K/17 (Item 5 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

06701776 SUPPLIER NUMBER: 13244135 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
The provocative practice of price signaling: collusion versus cooperation.  
Miller, Larry L.; Schnaars, Steven P.; Vaccaro, Valerie L.  
Business Horizons, v36, n4, p59(7)  
July-August, 1993  
ISSN: 0007-6813 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 4574 LINE COUNT: 00374

... shows, trade associations seek to inform member firms of recent developments, promote the industry's products to the press, and lobby Congress on issues of interest to members.

Many associations collect and disseminate information about prices, sales, production, and customer's credit, in the form of market research and industry statistics. It is with the reporting of price data that trade associations flirt with violations of federal antitrust laws.

One of the most egregious incidents of coordinated price signaling occurred in the mid-1980s when the American Hardwood Manufacturers Association (AHMA) designed an elaborate price reporting program for member firms. The trade association collected and disseminated detailed data on sales, production, and pricing by individual firms. It required members to submit daily reports of sales and shipping data. It also required monthly production and inventory reports for a wide variety of products. The association explicitly required individual firms to submit current price lists at the beginning of...

10/3,K/18 (Item 6 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

05804454 SUPPLIER NUMBER: 11974160 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
PRACTICAL COMPUTER CONSIGNMENTS OPENS HUGE NEW SUPER-STORE TO OFFER  
ECONOMICALLY-SOUND ALTERNATIVES FOR PC BUYERS AND SELLERS  
PR Newswire, 0324A0912  
March 24, 1992  
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 754 LINE COUNT: 00063

... the needs of local, regional, national and international customers, Practical has now introduced an innovative service to match "Want to Buy" and "Have to Sell" listings through its Practical Computer Exchange fax service. Buyers and sellers simply send a fax message to Practical describing their requirements and offerings, along with their target Bid/Ask prices. Practical responds to buyers and sellers based on its own inventory and the resource data base it maintains to match demand with supply at highly competitive prices.

Owners of items consigned for sale at the capital area super-store are charged a...

...which is deducted from the price of items sold. The Practical Computer



Robert Finley

Exchange fax matching service is free and is based on a resale mark-up. Sellers who ship their equipment...

10/3,K/19 (Item 7 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2007 The Gale Group. All rts. reserv.

03723116 SUPPLIER NUMBER: 06942816 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Trade shows: an effective promotional tool for the small industrial business.

Browning, John M.; Adams, Ronald J.  
Journal of Small Business Management, v26, n4, p31(6)  
Oct, 1988

ISSN: 0047-2778 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 2454 LINE COUNT: 00207

... targetd, "qualified" audience; invitees commonly include businesses, government agencies, and institutional buyers who have common product and service needs. Exhibitors include manufacturers, wholesalers, industrial distributors, media representatives, and consultants within a defined industry. The general public is normally excluded. Thus, the trade show provides a close match between buyer requirements and seller offerings. And, as noted above, the trade show can often deliver this audience on a relatively low cost-per- contact basis.

Trade show activity has increased dramatically in recent years. The Trade Show Bureau estimates...

10/3,K/20 (Item 1 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
(c) 2007 The Gale Group. All rts. reserv.

01778972 SUPPLIER NUMBER: 16891118 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Virtual reality resource guide.(Directory)

Berg, Tor  
AI Expert, v10, n5, p25(18)  
May, 1995

DOCUMENT TYPE: Directory ISSN: 0888-3785 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT  
WORD COUNT: 21204 LINE COUNT: 01806

... students); please add \$20/year for mailing outside of North America.

CyberEdge Journal Virtual Reality Products . Full-color product -and application-oriented magazine. Provides essential information to buyers and developers of VR products . Price : \$14.95/year; please add \$15/year for mailing outside of North America; free to...

...Journal subscribers

VR Resources. A wide variety of books, research, consultation, speakers, and stock photos related to VR. Price : Contact vendor .  
CyberEdge journal, 1 Gate Six Rd., Suite G, Sausalito, Calif. 94965, (415) 331-EDGE (3343...

10/3,K/21 (Item 2 from file: 275)  
DIALOG(R)File 275:Gale Group Computer DB(TM)  
(c) 2007 The Gale Group. All rts. reserv.

01246003 SUPPLIER NUMBER: 06829743 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
Vertical market applications software. (supplement to DG Review)  
(directory)

DG Review, v8, n10, ps25(11)

Robert Finley

June, 1988

DOCUMENT TYPE: directory ISSN: 1050-9127 LANGUAGE: ENGLISH  
RECORD TYPE: FULLTEXT; ABSTRACT  
WORD COUNT: 10696 LINE COUNT: 01010

... Bishop, Jr. Telephone: (205) 956-9436, (800) 451-1689  
SYNON Corp. Application: Customer information system Product Name:  
CIS Description: CIS manages all customer profile information to provide a  
single online interface for...

...CIS links any given customer's total relationship with a particular  
institution. CIS provides online customer account inquiry; marketing  
report databases; customer profile information which includes  
personal, joint and related accounts; and a central database which can be  
integrated with other applications, such as loan preparation and tracking.  
Price : Contact vendor CPU: Desktop, MicroEclipse, Eclipse, MV/Family  
Operating Systems: RDOS, AOS, AOS/WS, AOS/VS, MS-DOS Languages: Interactive  
COBOL Reference Number: 416 Contact : Edward J. Gilroy, Jr. Telephone:  
(617) 620-8800

SYNON Corp. Application: Club management Product Name: Club  
Accounting System Description: This system allows the institution to manage  
and control club...

10/3,K/22 (Item 1 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
(c) 2007 The Gale Group. All rts. reserv.

03576782 Supplier Number: 47403903 (USE FORMAT 7 FOR FULLTEXT)  
ENTERPRISE SOLUTIONS: First global electronic merchandising & marketing  
network launches in Europe  
M2 Presswire, pN/A  
May 22, 1997  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 644

... system can be accessed 24 hours a day enabling users to carry out a  
worldwide product search based on a variety of criteria: availability;  
pack size; label and nutritional information; country...

...in real-time allowing suppliers to provide up-to-the-minute market  
information such as pricing, availability and freight details. Buyers  
therefore have access to information straight from the source and if they  
wish to purchase a product, can negotiate on-line with the seller and  
communicate shipping and delivery requirements and other related terms  
and conditions

GEMMnet can be accessed by any PC fitted with a modem and...

10/3,K/23 (Item 2 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
(c) 2007 The Gale Group. All rts. reserv.

01655768 Supplier Number: 42598371 (USE FORMAT 7 FOR FULLTEXT)  
CORE DUMP  
Trading Systems Technology, v5, n12, pN/A  
Dec 16, 1991  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 496

... morning cross for U.S. listed and over-the-counter equities called  
Market Match. The service will match anonymous buyers and sellers  
using forward-priced, volume-weighted averages, each morning at 8:30

Robert Finley

a.m., New York time.

Despite reports of disputes among high-level executives of the Chicago Mercantile Exchange, the Chicago Board of...

10/3,K/24 (Item 3 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
(c) 2007 The Gale Group. All rts. reserv.

01539478 Supplier Number: 42231381 (USE FORMAT 7 FOR FULLTEXT)  
SOLVING RETAIL POS PROBLEMS WITH RADIO FREQUENCY: PART ONE  
Quick Response News, v3, n15, pN/A  
July 22, 1991  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 871

Customers get angry when tape prices don't match what they saw on the floor. Thus, making sure there is no gap is key to good customer service ; in fact, it's essential.

Integrating hand-held computer and radio frequency technology, retailers can ensure prices are consistent. Via radio frequency (RF), a hand-held computer can communicate with the base station attached to the point-of-sale (POS) controller. Workers can thus...

10/3,K/25 (Item 4 from file: 636)  
DIALOG(R)File 636:Gale Group Newsletter DB(TM)  
(c) 2007 The Gale Group. All rts. reserv.

01478716 Supplier Number: 42044157 (USE FORMAT 7 FOR FULLTEXT)  
DYG's Hochstein Urges Attention to "Affiliation" Needs When Developing Entertainment Marketing Programs  
Entertainment Marketing Letter, v4, n5, pN/A  
May, 1991  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 457

... on a significant affiliation;  
-- reassure the risk-averse consumer;  
-- identify niches and corresponding affiliations;  
-- help retailers build consumer allegiance.  
Using these characteristics, Hochstein concludes, a marketer can match a symbol to a product and/or service, and then develop the right promotional vehicle to deliver his or her message.

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File 20:Dialog Global Reporter 1997-2007/Jul 06  
(c) 2007 Dialog

Set	Items	Description
S1	10098408	PARAMETER? ? OR SPECIFICATION? ? SPECS OR CRITERIA OR CRITERION OR CHARACTERISTIC? ? OR QUALITIES OR PROPERTY? ? OR PROPERTIES OR PROFILE OR REQUIREMENTS OR PREREQUISITE? ? OR PRICE? ? OR PRICING
S2	657666	S1(6N)(MERCHANT? ? OR RETAILER? ? OR SELLER? ? OR TRADE? ? OR SUPPLIER? ? OR VENDOR? ? OR DEALER? ? OR RESELLER? ? OR DISTRIBUTOR? ? OR MARKETER? ? OR AUCTIONEER? ?)
S3	648487	S1(6N)(BUYER OR BUYERS OR CONSUMER OR CONSUMERS OR CUSTOMER OR CUSTOMERS OR CLIENT OR CLIENTS OR SHOPPER OR SHOPPERS OR PATRON OR PATRONS OR PURCHASER OR PURCHASERS)
S4	179509	S1(6N)(MATCH??? OR ALIGN??? OR COINCIDE? ? OR RECONCILE? ? OR CONFORM? OR COORDINAT??? OR CO()ORDINAT??? OR RELATE? ? OR SYNCHRONI?E? ? OR SYNC? ? OR SYNCH? ?)
S5	18715341	NOTIFI? OR NOTIFY??? OR REPORT??? OR TELL??? OR INFORM? ? - OR INFORMING OR COMMUNICAT??? OR CONTACT?? OR MESSAGE? ? OR DISCLOS??? OR APPRIS??? OR SPECIFY???
S6	767	S2(20N)S3(20N)S4
S7	100	S6(30N)S5
S8	47	S7(40N)(PRODUCT OR PRODUCTS OR SERVICE OR SERVICES OR MERCHANDISE OR GOODS OR WARES OR COMMODIT??? OR PURCHASES OR SUPPORT OR ASSIST??? OR ASSISTANCE)
S9	8	S8 NOT PY>1999

Robert Finley

9/3,K/1

DIALOG(R)File 20:Dialog Global Reporter  
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05958051 (USE FORMAT 7 OR 9 FOR FULLTEXT)

PageMart Signs Exclusive Internet Commerce Deal with AllnetServices.Com Corp.; Online Company to Offer Full Range of PageMart Products and Service Options

BUSINESS WIRE

June 29, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 684

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... PageMart's new nationwide narrowband PCS network will allow the company to provide pre-programmed message response and two-way messaging later in 1999.

AllnetServices.com Corp. specializes in online marketing and distribution of a broad range of products and services at wholesale prices to both consumer and trade customers. Its Internet-related businesses include; AllnetDirect.com, which lists over 45,000 computer-related products; GoingOnce.net, a 24-hour online auction; Allmonitors.com, the first web-site dedicated solely to offering all monitor-related merchandise; Allcopiers.com, offering wholesale pricing on office equipment; Allnotebooks.com, offering laptops, PDAs and accessories; and AllnetServices.com, which offers...

9/3,K/2

DIALOG(R)File 20:Dialog Global Reporter  
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05114330 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Adaptec Partners with MP3.com to Promote Downloadable Music

BUSINESS WIRE

April 27, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 452

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... market, risk associated with the computer peripherals market, reliance on industry standards, dependence on new products, competition, risks associated with acquisitions, certain issues related to distributors, intellectual property protection and disputes, and customers need for interoperability. For a more detailed discussion of factors that affect the company's operating results, interested parties should review the company's SEC reports, including Adaptec's Annual Report on Form 10-K for the fiscal year ended March 31, 1998, and Quarterly Reports...

9/3,K/3

DIALOG(R)File 20:Dialog Global Reporter  
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05094183 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Digital Market Announces Supply Chain Performance Tracking Tool for Direct Materials

BUSINESS WIRE

April 26, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 657

Robert Finley

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... example, % of parts under contract has been exceeded. They can then drill down, by site, product, commodity, or part, to see exactly where the company is exceeding or falling short of this...

... Analysis uses OLAP technology from Hyperion Solutions Corp. to generate both standard and user-defined reports. Examples of possible reports include Commodity Analysis, Contract Price Comparison, Contracts by Commodity, Contracts by Manufacturer Line, and Supplier Conformance with Target Price.

Digital Buyer Reporting and Analysis will be available as an add-on product with Digital Buyer 5.0 (see separate press release).

"Supply Chain Managers are hampered by...

9/3,K/4

DIALOG(R)File 20:Dialog Global Reporter

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04887059 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Freedom International Brokerage -- Freedom Information Services Releases  
Freedom TraderDirect

BUSINESS WIRE

April 07, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 533

... be made available to the financial markets. The system is distinct from traditional interdealer brokerage services, which offer clients access to prices via dedicated screens and feeds but allows posting of prices and execution of trades only through telephone contact with the broker. Freedom TraderDirect(TM) users will be able to post live prices and execute trades from their existing workstation and network environments. Freedom TraderDirect(TM) also offers more functionality than a price matching or price discovery type of trading system in that all prices are live and capable of being...

9/3,K/5

DIALOG(R)File 20:Dialog Global Reporter

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04604850 (USE FORMAT 7 OR 9 FOR FULLTEXT)

AllnetServices.com Corp. Announces Shipment of voicecrypt to More Than 200  
Staples Outlets

BUSINESS WIRE

March 11, 1999

JOURNAL CODE: WBWE LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 554

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... has several additional applications that use its technology including simplified Internet logon and telephony-based products.

To visit Veritel Corporation.: <http://www.veritelcorp.com>  
<http://www.voicecrypt.com>

Or Contact : John Milletics 888.VERITEL or [jmilletics@veritelcorp.com](mailto:jmilletics@veritelcorp.com)  
AllnetServices.com Corp. specializes in the marketing and distribution of a broad range of products and services at wholesale prices to both consumer and trade customers. Its Internet-related businesses include: AllnetDirect.com, which lists over 45,000 computer-related products ; GoingOnce.net, a 24-hour on line auction; Allmonitors.com, the first web site dedicated solely to offering all monitor-related merchandise ; AllCopiers.com, offering wholesale pricing on office

Robert Finley

equipment; and AllnetServices.com, which offers web hosting, professional graphics design and animation...

9/3,K/6

DIALOG(R)File 20:Dialog Global Reporter  
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03590231 (USE FORMAT 7 OR 9 FOR FULLTEXT)

Wise Colorado Springs Shoppers Can Get Lowest Price Almost Anywhere

Jane Turnis, The Gazette, Colorado Springs, Colo.

KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (GAZETTE, COLORADO SPRINGS, COLO  
)

November 26, 1998

JOURNAL CODE: KTGS LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 459

(USE FORMAT 7 OR 9 FOR FULLTEXT)

Most major retailers will match or beat their competitors' prices on advertised, in-stock merchandise. That means the bouncing Tiger will jump down to another store's price if you...

... call it their "price guarantee." Some don't call attention to it, but they'll match a competitor's price if customers ask. And some reward the astute comparison shopper by shaving even more off the lower price.

The Gazette contacted 11 major retailers on Wednesday, and store managers or company officials at every one said they meet or beat their competitors' prices. Retailers are rarely surprised at their competitors' prices, because they comparison-shop each others' stores weekly.

Many stores require that bargain hunters bring the competitor's ad with them. Most restrict the price guarantee to current, in-stock merchandise, and don't match such things as special financing, rebates, buy-one-get-one-free...

9/3,K/7

DIALOG(R)File 20:Dialog Global Reporter  
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02669400 (USE FORMAT 7 OR 9 FOR FULLTEXT)

COMMODITY PRICES HIT RECORD LOW, ADD TO DEFLATIONARY TREND

ASIA PULSE

September 01, 1998

JOURNAL CODE: WAPL LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 221

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... 1.040% on Monday, down 0.030 point from Friday.

Prices falls of such international commodities as precious metals and oil products are also gathering speed. As of Monday, the Nikkei international commodities index stood at 45.950, a 12-year low.

Meanwhile, the Management and Coordination Agency reported the nationwide consumer price index for July fell 0.1% from a year ago, the first fall in 28...

...the deflationary trend in fiscal 1995 that stemmed mainly from the yen's appreciation and price -cutting by retailers, an analyst at the Japan Research Institute said.

(Nikkei)

9/3,K/8

Robert Finley

DIALOG(R)File 20:Dialog Global Reporter  
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02537789 (USE FORMAT 7 OR 9 FOR FULLTEXT)

JAPAN'S CREATIVE MASH ROOM MATCHES BUYERS/SELLERS ON NET

ASIA PULSE

August 17, 1998

JOURNAL CODE: WAPL LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 115

OSAKA, Aug 17 Asia Pulse - Creative Mash Room Co. has started matching buyers with sellers on its Digital Price homepage (<http://www.bigpower.co.jp/price/>), company officials said. Buyers explain in detail what they are seeking, such as product name or model number, color, brand and price. The Digital Price service handles consumer electronics, automobiles, computers and outdoor equipment. When a buyer receives an offer from a seller, Creative Mash Room provides the potential buyer with the seller's contact number. Sellers must be registered members of the service.

The service is currently free of charge, but Creative Mash Room plans to start charging an annual...



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File 387:The Denver Post 1994-2007/Jul 05  
 (c) 2007 Denver Post  
 File 471:New York Times Fulltext 1980-2007/Jul 09  
 (c) 2007 The New York Times  
 File 492:Arizona Repub/Phoenix Gaz 19862002/Jan 06  
 (c) 2002 Phoenix Newspapers  
 File 494:St LouisPost-Dispatch 1988-2007/Jul 04  
 (c) 2007 St Louis Post-Dispatch  
 File 631:Boston Globe 1980-2007/Jul 06  
 (c) 2007 Boston Globe  
 File 633:Phil.Inquirer 1983-2007/Jul 05  
 (c) 2007 Philadelphia Newspapers Inc  
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 File 702:Miami Herald 1983-2007/Jun 27  
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 File 703:USA Today 1989-2007/Jul 05  
 (c) 2007 USA Today  
 File 704:(Portland)The Oregonian 1989-2007/Jul 05  
 (c) 2007 The Oregonian  
 File 713:Atlanta J/Const. 1989-2007/Jul 05  
 (c) 2007 Atlanta Newspapers  
 File 714:(Baltimore) The Sun 1990-2007/Jul 06  
 (c) 2007 Baltimore Sun  
 File 715:Christian Sci.Mon. 1989-2007/Jul 06  
 (c) 2007 Christian Science Monitor  
 File 725:(Cleveland)Plain Dealer Aug 1991-2007/Jul 05  
 (c) 2007 The Plain Dealer  
 File 735:St. Petersburg Times 1989- 2007/Jul 06  
 (c) 2007 St. Petersburg Times  
 File 476:Financial Times Fulltext 1982-2007/Jul 06  
 (c) 2007 Financial Times Ltd  
 File 477:Irish Times 1999-2007/Jul 06  
 (c) 2007 Irish Times  
 File 710:Times/Sun.Times(London) Jun 1988-2007/Jul 06  
 (c) 2007 Times Newspapers  
 File 711:Independent(London) Sep 1988-2006/Dec 12  
 (c) 2006 Newspaper Publ. PLC  
 File 756:Daily/Sunday Telegraph 2000-2007/Jul 06  
 (c) 2007 Telegraph Group  
 File 757:Mirror Publications/Independent Newspapers 2000-2007/Jul 06  
 (c) 2007  
 File 47:Gale Group Magazine DB(TM) 1959-2007/Jun 25  
 (c) 2007 The Gale group

Set	Items	Description
S1	6004941	PARAMETER? ? OR SPECIFICATION? ? SPECS OR CRITERIA OR CRITERION OR CHARACTERISTIC? ? OR QUALITIES OR PROPERTY? ? OR PROPERTIES OR PROFILE OR REQUIREMENTS OR PREREQUISITE? ? OR PRICE? ? OR PRICING
S2	168684	S1(6N)(MERCHANT? ? OR RETAILER? ? OR SELLER? ? OR TRADE? ? OR SUPPLIER? ? OR VENDOR? ? OR DEALER? ? OR RESELLER? ? OR DISTRIBUTOR? ? OR MARKETER? ? OR AUCTIONEER? ?)
S3	271998	S1(6N)(BUYER OR BUYERS OR CONSUMER OR CONSUMERS OR CUSTOMER OR CUSTOMERS OR CLIENT OR CLIENTS OR SHOPPER OR SHOPPERS OR PATRON OR PATRONS OR PURCHASER OR PURCHASERS)
S4	66671	S1(6N)(MATCH??? OR ALIGN??? OR COINCIDE? ? OR RECONCILE? ? OR CONFORM? OR COORDINAT??? OR CO()ORDINAT??? OR RELATE? ? OR SYNCHRONI?E? ? OR SYNC? ? OR SYNCH? ?)
S5	10670814	NOTIFI? OR NOTIFY??? OR REPORT??? OR TELL??? OR INFORM? ? - OR INFORMING OR COMMUNICAT??? OR CONTACT?? OR MESSAGE? ? OR D-

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ISCLOS??? OR APPRIS??? OR SPECIFY???  
S6 263 S2(20N)S3(20N)S4  
S7 43 S6(30N)S5  
S8 18 S7(40N)(PRODUCT OR PRODUCTS OR SERVICE OR SERVICES OR MERC-  
HANDISE OR GOODS OR WARES OR COMMODIT??? OR PURCHASES OR SUPP-  
ORT OR ASSIST??? OR ASSISTANCE)  
S9 9 S8 NOT PY>1999

Robert Finley

9/3,K/1 (Item 1 from file: 471)  
DIALOG(R)File 471:New York Times Fulltext  
(c) 2007 The New York Times. All rts. reserv.

03718474 NYT Sequence Number: 061816970912 (USE FORMAT 7 FOR FULLTEXT)  
La Jolla Capital and 5 Executives Are Penalized by N.A.S.D. Panel  
Bloomberg News  
New York Times, Late Edition - Final ED, COL 04, P 13  
Friday September 12 1997  
DOCUMENT TYPE: Newspaper LANGUAGE: English RECORD TYPE: Fulltext  
SECTION HEADING: SECTD  
Word Count: 329

... customers to sign vague letters as part of its plan to gain exemption from Federal disclosure standards. The brokerage firm then failed to tell customers of the risks, best available prices and broker compensation related to their trades. It also did not consider whether the purchases were suitable for the investors' financial goals, the panel found.

La Jolla Capital was also...

9/3,K/2 (Item 1 from file: 494)  
DIALOG(R)File 494:St LouisPost-Dispatch  
(c) 2007 St Louis Post-Dispatch. All rts. reserv.

06531776  
MARKETS RESPONDING TO CONSUMER CONCERNS  
St. Louis Post Dispatch (SL) - MONDAY June 15, 1992  
By: Susan Manlin Katzman  
Edition: FIVE STAR Section: FOOD/RECIPES Page: 13  
Word Count: 902

...strategies that represent savings to the shopper.

workshops for grocers at this year's convention reported fierce competition for the food-shopper's dollar. To offer consumers values comparable to those offered by warehouse clubs and mass merchants that sell groceries, supermarkets are lowering prices, offering discounts on specially packaged products and developing lines of value-oriented, private label products. Competition and economics are changing the food industry at all levels, and this change may result in long-term, price-related benefits for the shopper.

Price and competition shared space with health and nutrition as dominant themes at this year's convention.

According to FMI's 1992 TREND Report of Consumer Attitudes and the Supermarket, consumer interest in nutrition is at an all-time...

9/3,K/3 (Item 1 from file: 631)  
DIALOG(R)File 631:Boston Globe  
(c) 2007 Boston Globe. All rts. reserv.

03181525  
AREA HOME PRICES RISING MORE SLOWLY  
BOSTON GLOBE (BG) - SATURDAY November 9, 1985  
By: Charles Stein, Globe Staff  
Edition: THIRD Section: METRO Page: 1  
Word Count: 564

... numbers show an increase, but they also show the pace is slackening," said Ann Eggleston, assistant vice president at the Federal Home Loan Bank of Boston.

Robert Finley

Brokers report there are many more homes for sale now than there were this spring and summer. Homes are taking longer to sell and buyers are reluctant to match the prices sellers are asking.

There is a general feeling in the real estate world that the market...

9/3,K/4 (Item 1 from file: 640)  
DIALOG(R) File 640: San Francisco Chronicle  
(c) 2007 Chronicle Publ. Co. All rts. reserv.

05100186

#### SMALL FIRMS FUEL EXPORT BOOM

SAN FRANCISCO CHRONICLE (SF) - MONDAY November 6, 1989

By: JOHN ECKHOUSE, Chronicle Staff Writer

Edition: FINAL Section: BUSINESS Page: C1

Word Count: 1,527

...65 foreign countries; \$25 plus telephone charges.

-- World Traders Data Report provides a confidential background report on potential foreign trading partners; \$100 per report.

#### PROMOTING PRODUCTS

-- Catalog and video exhibitions: U.S. commercial officers overseas show company catalogs and videos to potential buyers and distributors at small exhibitions; price varies.

-- Commercial News USA is an export magazine circulated to 100,000 business readers overseas...

...to \$5,000 per ad listing.

-- Foreign Buyer Program recruits qualified foreign buyers to attend trade shows in the United States; price varies.

-- Trade delegations match U.S. companies with potential partners overseas; price varies.

-- Trade show services provide low-cost method for U.S. companies to share space at overseas trade shows; price varies.

#### CHART (1)

#### WHAT CALIFORNIA EXPORTS

COMMODITY	1988 AMOUNT (IN BILLIONS)	PERCENTAGE CHANGE FROM 1987
Industrial machinery and computer equipment	\$11.2	37.0
Electronic, electric...		

Robert Finley

9/3,K/5 (Item 1 from file: 476)  
DIALOG(R)File 476:Financial Times Fulltext  
(c) 2007 Financial Times Ltd. All rts. reserv.

0009568050 B0I11AGABFFT

MASTERING MARKETING - 3: How do companies collude?

PHILIP PARKER

Financial Times, Surveys ED, P 2

Monday, September 28, 1998

DOCUMENT TYPE: Surveys; NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE:  
FULLTEXT

Word Count: 2,788

...even pricing can help companies split the market, block further entrants or obtain cartel-level prices despite there being multiple suppliers. A good example is provided by the two soda companies that were caught in the famed 'Cola Payola' case, in which they used retailers to help co-ordinate pricing so as to block a third entrant. Brand A would be on promotion at retail...companies sell to clients around the Pacific Rim. This is a case of multi-market contact. The same companies compete against each other at different, rather disparate locations. Company A - a ...

...be upset; everyone else's shares will rise. What will Company A say to its customers in order to justify the price increase? The typical story involves costs. Company A will say, for example, that much of its product is based on dollar-based petroleum imports. The rise in the dollar relative to the...

...justified rather than the result of a covert cartel. In retail markets for private label products, the cue is often the price difference between the national brands and the private labels; yet prices are nevertheless co-ordinated across the supposedly competing brands in order to monopolistically price-discriminate (the retailers, who sell one of the competing brands, internalise the competition across all of the players...

9/3,K/6 (Item 1 from file: 710)  
DIALOG(R)File 710:Times/Sun.Times(London)  
(c) 2007 Times Newspapers. All rts. reserv.

05726076

A SELLER'S GUIDE TO TRADING PLACES; PROPERTY SWAPPING; HOME & GARDEN

Times of London (TL) - Saturday September 15, 1990

By: Cheryl Taylor

Section: Features

Word Count: 935

... to offer. As hundreds of agents' offices sprout "for sale" signs, a new breed of property-swapping professionals, who try to match properties rather than buyers and sellers, has grown up.

For an initial registration fee of between Pounds 20 and Pounds 70, they will put you in contact with potential exchangers in the area you want, screen prospective properties and provide back-up services such as legal and mortgage facilities.

The smaller companies charge a set fee to include...

9/3,K/7 (Item 1 from file: 47)  
DIALOG(R)File 47:Gale Group Magazine DB(TM)  
(c) 2007 The Gale group. All rts. reserv.

05134264 SUPPLIER NUMBER: 20141960 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Controlling the chain: buyer power, distributive control, and new dynamics in retailing.**

Borghesani, William H.; de la Cruz, Peter L.; Berry, David B.

Business Horizons, v40, n4, p17(8)

July-August, 1997

ISSN: 0007-6813

LANGUAGE: English

RECORD TYPE: Fulltext; Abstract

WORD COUNT: 5228

LINE COUNT: 00441

... occur in several ways. A retailer may give shelf prominence to its own private label product, to the detriment of the branded product, thereby enhancing its power by "shielding" the branded product while promoting its own label. Or a retailer might lower the prices of its private label products to correspond to a drop in the price of other brands, allowing the retailer to sustain a price differential below the branded product's price. Because the need for coordination and timing forces manufacturers to communicate their promotional programs and pricing information to retailers months in advance, private label retailers are able to plan their "shielding" activities. This gives them an unfair competitive advantage over other manufacturers.

Private label products also may obscure consumer price comparisons. Prices for well-known brands can be used by consumers as a measure of retailer competitiveness. In contrast, private label prices are not as directly comparable, largely because of differences in product quality, taste, appearance, or other factors. These same factors make it difficult for consumers to...

9/3,K/8 (Item 2 from file: 47)

DIALOG(R)File 47:Gale Group Magazine DB(TM)

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03954571 SUPPLIER NUMBER: 13244135 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**The provocative practice of price signaling: collusion versus cooperation.**

Miller, Larry L.; Schnaars, Steven P.; Vaccaro, Valerie L.

Business Horizons, v36, n4, p59(7)

July-August, 1993

ISSN: 0007-6813

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 4574

LINE COUNT: 00374

... s sole purpose for being. Through seminars, publications, and trade shows, trade associations seek to inform member firms of recent developments, promote the industry's products to the press, and lobby Congress on issues of interest to members.

Many associations collect and disseminate information about prices, sales, production, and customer's credit, in the form of market research and industry statistics. It is with the reporting of price data that trade associations flirt with violations of federal antitrust laws.

One of the most egregious incidents of coordinated price signaling occurred in the mid-1980s when the American Hardwood Manufacturers Association (AHMA) designed an elaborate price reporting program for member firms. The trade association collected and disseminated detailed data on sales, production, and pricing by individual firms. It required members to submit daily reports of sales and shipping data. It also required monthly production and inventory reports for a wide variety of products. The association explicitly required individual firms to submit current price lists at the beginning of...

9/3,K/9 (Item 3 from file: 47)

DIALOG(R)File 47:Gale Group Magazine DB(TM)

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03163531 SUPPLIER NUMBER: 06942816 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Trade shows: an effective promotional tool for the small industrial business.**

Robert Finley

Browning, John M.; Adams, Ronald J.

Journal of Small Business Management, v26, n4, p31(6)

Oct, 1988

ISSN: 0047-2778

LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT

WORD COUNT: 2454

LINE COUNT: 00207

... targetd, "qualified" audience; invitees commonly include businesses, government agencies, and institutional buyers who have common product and service needs. Exhibitors include manufacturers, wholesalers, industrial distributors, media representatives, and consultants within a defined industry. The general public is normally excluded. Thus, the trade show provides a close match between buyer requirements and seller offerings. And, as noted above, the trade show can often deliver this audience on a relatively low cost-per- contact basis.

Trade show activity has increased dramatically in recent years. The Trade Show Bureau estimates...

Robert Finley

File 2:INSPEC 1898-2007/Jun W4  
 (c) 2007 Institution of Electrical Engineers  
 File 35:Dissertation Abs Online 1861-2007/Jun  
 (c) 2007 ProQuest Info&Learning  
 File 65:Inside Conferences 1993-2007/Jul 06  
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 File 256:TecInfoSource 82-2007/June  
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 File 474:New York Times Abs 1969-2007/Jul 06  
 (c) 2007 The New York Times  
 File 475:Wall Street Journal Abs 1973-2007/Jul 06  
 (c) 2007 The New York Times  
 File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13  
 (c) 2002 The Gale Group

Set	Items	Description
S1	4646097	PARAMETER? ? OR SPECIFICATION? ? SPECS OR CRITERIA OR CRITERION OR CHARACTERISTIC? ? OR QUALITIES OR PROPERTY? ? OR PROPERTIES OR PROFILE OR REQUIREMENTS OR PREREQUISITE? ? OR PRICE? ? OR PRICING
S2	47155	S1(8N)(MERCHANT? ? OR RETAILER? ? OR SELLER? ? OR TRADE? ? OR SUPPLIER? ? OR VENDOR? ? OR DEALER? ? OR RESELLER? ? OR DISTRIBUTOR? ? OR MARKETER? ? OR AUCTIONEER? ?)
S3	51374	S1(8N)(BUYER OR BUYERS OR CONSUMER OR CONSUMERS OR CUSTOMER OR CUSTOMERS OR CLIENT OR CLIENTS OR SHOPPER OR SHOPPERS OR PATRON OR PATRONS OR PURCHASER OR PURCHASERS)
S4	112089	S1(8N)(MATCH??? OR ALIGN??? OR COINCIDE? ? OR RECONCILE? ? OR CONFORM? OR COORDINAT??? OR CO()ORDINAT??? OR RELATE? ? OR SYNCHRONI?E? ? OR SYNC? ? OR SYNCH? ?)
S5	2680668	NOTIFI? OR NOTIFY??? OR REPORT??? OR TELL??? OR INFORM? ? - OR INFORMING OR COMMUNICAT??? OR CONTACT?? OR MESSAGE? ? OR DISCLOS??? OR APPRIS??? OR SPECIFY???
S6	20	S2 AND S3 AND S4 AND S5
S7	14	S6 NOT PY>1999



7/3,K/1 (Item 1 from file: 2)  
DIALOG(R)File 2:INSPEC  
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06965093 INSPEC Abstract Number: C9808-7120-026  
Title: BT PropNet-a commercial property trading service for the Internet  
Author(s): Wittgreffe, J.; Hobbs, G.; Berresford, S.; Fisher, K.; McRae, S.  
Book Title: Internet and beyond p.221-30  
Editor(s): Sim, S.; Davies, J.  
Publisher: Chapman & Hall, London, UK  
Publication Date: 1998 Country of Publication: UK xiii+454 pp.  
ISBN: 0 412 83170 8 Material Identity Number: XB98-00060  
Language: English  
Subfile: C  
Copyright 1998, IEE

...Abstract: the successful matching of buyer to vendor can be a tricky process involving many commercial contacts and a variety of lengthy information searches. Key information is distributed among a large number ...

... to enhance and simplify the property trading process substantially. Latest Internet technology allows instant, accurate matching of buyers to vendors across large property portfolios, and rapid provision of a wide range of property related information to the desktop. Advanced features such as automated electronic agents maximize the chance of...

7/3,K/2 (Item 2 from file: 2)  
DIALOG(R)File 2:INSPEC  
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06964921 INSPEC Abstract Number: B9808-0140-022, C9808-0300-004  
Title: Exploiting and creating knowledge through customer-supplier relationships: lessons from a case study  
Author(s): Tunisini, A.; Zanfei, A.  
Author Affiliation: Fac. di Econ., Univ. di Urbino, Italy  
Journal: R & D Management vol.28, no.2 p.111-18  
Publisher: Blackwell Publishers,  
Publication Date: April 1998 Country of Publication: UK  
CODEN: RDMAAW ISSN: 0033-6807  
SICI: 0033-6807(199804)28:2L:111:ECKT;1-1  
Material Identity Number: R164-98002  
Language: English  
Subfile: B C  
Copyright 1998, IEE

...Abstract: a customer-supplier relationship in the information technology market, we illustrate the complexities of vertical coordination processes. We focus on the strategic and organizational criteria that suppliers and customers must design in order to favour interaction between their heterogeneous competencies. In the examined case, the supplier provides general purpose knowledge to be utilized and enriched through the contact with, and fertilization by, application abilities available at the customer level.

7/3,K/3 (Item 1 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
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01602247 ORDER NO: AAD98-05635  
INFORMATION AND EFFICIENCY IN MARKETS (LIQUIDITY TRADERS, COSTLY SEARCH)  
Author: ABRAMS, ERIC BRUCE

Robert Finley

Degree: PH.D.

Year: 1997

Corporate Source/Institution: THE UNIVERSITY OF IOWA (0096)

Source: VOLUME 58/08-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 3223. 122 PAGES

The three essays herein concern market efficiency given different mechanisms and information.

The first essay reports on market experiments which examine the effect of market segmentation. Given informationally efficient outcomes in ...

...develop a dealer market environment with informed traders and "rational" liquidity traders. Liquidity traders have price elastic demand for liquidity. Like the dealers, they update their beliefs of the security's value using Bayes' Rule and trade direction...

...dealers yield efficient outcomes; the monopolist does not. However, under certain parameterizations the perfectly competitive dealer leads to an absence of equilibrium prices whereas the monopolist remains does not.

In the final essay, I report on an experiment investigating behavior in markets with costly search. In our "Diamond" treatment buyers are randomly matched with one seller and can choose to buy from this seller or to search for a better price from another seller. Sellers are predicted to post prices equal to buyers' value; buyers are predicted to buy at this price rather than search. In our "Bertrand" treatment buyers are randomly matched with two sellers. Sellers are predicted to post prices equal to marginal cost. Again, buyers are predicted to buy at these prices rather than search. These predictions are independent of search cost size. We find that transaction prices in our Diamond treatment are significantly higher than in our Bertrand treatment. However, prices differ substantially from equilibrium predictions in both treatments. Sellers in the Diamond treatment offer a more equal division of the surplus; prices closer to...

7/3,K/4 (Item 2 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01352039 ORDER NO: AAD94-07150

THE EFFECTS OF CONTEXTUAL CUES ON CONSUMERS' PERCEPTIONS OF COMPARATIVE PRICE ADVERTISEMENTS (ADVERTISEMENTS, PRICE PERCEPTIONS)

Author: HYUN, SOEUN

Degree: PH.D.

Year: 1993

Corporate Source/Institution: VIRGINIA POLYTECHNIC INSTITUTE AND STATE UNIVERSITY (0247)

Source: VOLUME 54/12-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 4516. 491 PAGES

THE EFFECTS OF CONTEXTUAL CUES ON CONSUMERS' PERCEPTIONS OF COMPARATIVE PRICE ADVERTISEMENTS (ADVERTISEMENTS, PRICE PERCEPTIONS)

The purpose of this study is to understand Korean consumers' perceptual processes induced by comparative price advertisements. While controlling for intrinsic product cue effects, this study examines the joint effects of extrinsic cues, such as comparative price (regular price/sale price), brand name, country-of-manufacture, and retailer name, on a consumer's perception of a product's price and quality.

In examining the effects of advertising contextual cues, this study incorporates consumer perceptual...

...in this area. Specially adapted theories for this study are the adaptation-level theory, the message learning theory, and the transaction

utility theory. In order to test the developed perceptual structure...

...seem to be an effective strategy.

This research contributes to an understanding of how Korean consumers react to comparative price advertisements. This study (1) clarifies which comparative price advertisement contextual cues evoke which perceptions and...

...and subsequent perceptions. In addition, this research also helps us understand how adaptation-level theory, message learning theory and transaction utility theory can be used to explain consumer price-related perceptions.

7/3,K/5 (Item 3 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
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01285533 ORDER NO: NOT AVAILABLE FROM UNIVERSITY MICROFILMS INT'L.  
TRANSFER PRICES WITHIN THE GROUP (ARM'S LENGTH PRINCIPLE, PRICE SETTING)  
Original Title: VERRECHNUNGSPREISE ZWISCHEN INTERNATIONAL VERBUNDENEN  
UNTERNEHMEN

Author: NEUNER, URSULA  
Degree: DR.SOC.OEC  
Year: 1990  
Corporate Source/Institution: UNIVERSITAET WIEN (AUSTRIA) (0671)  
Source: VOLUME 54/02-C OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 409. 213 PAGES  
Location of Reference Copy: UNIVERSITAT WIEN, WIEN, AUSTRIA

...transfer prices. The main applied allocation rule is the arm's length principle: Transaction among related persons have to be evaluated by the criterion of whether the partners of the transaction have acted like unrelated third parties or not...

...a product which has been purchased from a related seller is resold to an independent buyer. The reseller's price is recalculated as a price which ought to have been agreed upon by the relating parties, by reducing said price...

...Rules of law governing income allocations are found in all countries. And besides the OECD-report of 1979 a number of countries have edited their own regulations for how the correct...

7/3,K/6 (Item 4 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
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01231529 ORDER NO: AAD92-21204  
SUSTAINABLE COMPETITIVE ADVANTAGE IN PROFESSIONAL BUSINESS SERVICES: ROLE  
AND DETERMINANTS OF LONG TERM VENDOR-CLIENT RELATIONSHIPS

Author: RAJAGOPALAN, SRINIVASAN  
Degree: PH.D.  
Year: 1992  
Corporate Source/Institution: COLUMBIA UNIVERSITY (0054)  
Source: VOLUME 53/03-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 881. 258 PAGES

...examine the variables that contribute to or destroy long term relationships.

The length of vendor-client relationships are determined by a match between the characteristics of the vendors and the clients. Vendor-related attributes are prestige and reputation, expertise, service line

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breadth, size, creativity, effectiveness reputation, extent of...

...client's management, financial performance, market share of the product, rate of growth, frequency of contacts, rate of growth in client industry, and rate of technological change in client industry.

The...

...decreases. When only new relationships are tracked, relationships seem to be completely determined by a matching of vendor and client characteristics which may change over time.

7/3,K/7 (Item 5 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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01133746 ORDER NO: AAD90-35158

THE DECISION-MAKING PROCESS OF SMALL SPECIALTY STORE BUYERS AS RELATED TO SELECTION CRITERIA, INFORMATION SOURCES, AND STORE PERFORMANCE (RETAIL BUYING BEHAVIOR, BUYERS)

Author: ARBUTHNOT, JEANETTE JAUSSAUD

Degree: PH.D.

Year: 1990

Corporate Source/Institution: OKLAHOMA STATE UNIVERSITY (0664)

Source: VOLUME 51/07-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 2442. 137 PAGES

THE DECISION-MAKING PROCESS OF SMALL SPECIALTY STORE BUYERS AS RELATED TO SELECTION CRITERIA, INFORMATION SOURCES, AND STORE PERFORMANCE (RETAIL BUYING BEHAVIOR, BUYERS)

...study. The study was undertaken to examine the decision-making process of small specialty store buyers in relation to selection criteria, sources of information, and satisfaction with store performance. Objectives were to identify the relative importance placed on selection criteria and information sources by buyers for small apparel retail stores and to compare these variables with those reportedly used by buyers in previous studies. The relationship between the selection criteria and information source variables and perceived satisfaction with store performance was also examined. A sample...

...When making a purchase decision, buyers for small retail organizations placed greater importance on product-related selection criteria (as opposed to vendor-related) and personal, internal sources of information. Findings suggested that buyers for small stores exhibit more involvement with customers and vendors than has been reported for buyers in previously published literature. Small retail store buyers were more concerned with product characteristics, personal experience with vendors, and customers and salespeople as information sources; whereas their buyers in previous studies tended to place more importance on organizational objectives and less importance on personal interaction with vendors and customers. A number of selection criteria and information source variables were significantly related to satisfaction with store performance. The high satisfaction group and the low satisfaction group differed...

7/3,K/8 (Item 6 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

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759179 ORDER NO: AAD81-24155

FOOD CROP MARKETING IN ATEBUBU DISTRICT, GHANA

Author: SOUTHWORTH, VAN ROY

Degree: PH.D.

Year: 1981

Robert Finley

Corporate Source/Institution: STANFORD UNIVERSITY (0212)  
Source: VOLUME 42/05-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 2228. 233 PAGES

...is sparsely settled and has poorly developed market infrastructure. Yet, in spite of poor transport, communication, and financial facilities, commercial agriculture has flourished. The study describes how market participants overcome these...

...in the District.

Marketing efficiency is evaluated by comparing characteristics of farm marketing with the requirements for perfect competition. Perfect competition requires many rational buyers and sellers who exchange small amounts, market access on equal terms, perfect information, and fungible...

...examine the efficiency of price formation. Seasonal indexes help analyze seasonal behavior of prices. Seasonal price rises are compared with storage costs and related to the storage practices of farmers and merchants. Intermarket correlation of prices and intermarket price spreads are used to indicate the degree of integration between Atebubu and other markets and...

...are restricted to markets where they have trading partners. Knowledge of prices is also imperfectly communicated. Lack of information affects everyone, but is particularly troublesome for merchants trying to enter unfamiliar...

...increases that are consistent with the high cost of storage. There is no evidence that merchants collude to exaggerate seasonal price movements and earn monopoly profits. In fact, most storage is undertaken by farmers who hold as much of their crop as possible in expectation of higher prices

Atebubu farmers and merchants are extremely responsive in overcoming numerous obstacles to assure steady and economical supplies of food...

7/3,K/9 (Item 1 from file: 474)  
DIALOG(R)File 474:New York Times Abs  
(c) 2007 The New York Times. All rts. reserv.

05285452 NYT Sequence Number: 226041880517  
SAUDI OIL TIED TO SPOT PRICE  
Reuters  
New York Times, Col. 4, Pg. 14, Sec. 4  
Tuesday May 17 1988

ABSTRACT:

Saudi Arabia informs crude oil customers that its current market-related pricing arrangements will be extended until the end of July (S)

DESCRIPTORS: OIL (PETROLEUM) AND GASOLINE; INTERNATIONAL TRADE AND WORLD MARKET; PRICES

7/3,K/10 (Item 2 from file: 474)  
DIALOG(R)File 474:New York Times Abs  
(c) 2007 The New York Times. All rts. reserv.

01156921 NYT Sequence Number: 042602820201  
(Sources in Poland's Solidarity union report Government has placed paramilitary police units on alert in 'key' areas such as Gdansk to quell any disturbances arising from increases in food and fuel prices becoming effective on Feb 2 '82. Note price rises coincide with boost in cost of many consumer and industrial goods which occurred when factories

Robert Finley

were allowed to set prices. Government is instituting major economic revisions in effort to bring heavily-subsidized prices into line with production costs (M.)

DARNTON, JOHN

New York Times, Col. 1, Pg. 7, Sec. 1

Monday February 1 1982

(Sources in Poland's Solidarity union report Government has placed paramilitary police units on alert in 'key' areas such as Gdansk to...

...arising from increases in food and fuel prices becoming effective on Feb 2 '82. Note price rises coincide with boost in cost of many consumer and industrial goods which occurred when factories were allowed to set prices. Government is instituting...

...DESCRIPTORS: PRICES (GENERAL); POLITICS AND GOVERNMENT; ECONOMIC CONDITIONS AND TRENDS; REFORM AND REORGANIZATION (INSTITUTIONAL); MARTIAL LAW; PRICES ; PRODUCTION; GOVERNMENT-LABOR RELATIONS; WAGES AND SALARIES ; FOOD TRADE AND GROCERIES; FUEL

7/3,K/11 (Item 3 from file: 474)  
DIALOG(R)File 474:New York Times Abs  
(c) 2007 The New York Times. All rts. reserv.

00430434 NYT Sequence Number: 085774730622

(Labor Dept repts on June 21 that Consumer Price Index for May was at 131.5, up 0.6% before and after seasonal adjustment; increase, though steep, is little less than in preceding 2 mos; prices have been rising in last 3 mos at annual rate of 8.7%; food prices rose strongly in May but increase of 1% was smallest this yr; Chmn Stein issues statement interpreting 60-day price freeze and promising that impending Phase 4 program of controls will assure a radically lower inflation rate than earlier in '73; says it would have been unfair and unworkable to have frozen wages as well as prices for 60 days; says main function of freeze was psychological; says goal of Phase 4 is inflation rate reduced from current 9% to between 2.5-3%; says key aspect of Phase 4 is that 'rise of avg food prices after freeze must be very small'; points out that freeze on retail food prices will indirectly set ceilings on raw agr products; says more firms will be required to notify Cost of Living Council in advance of price increases; graphs of major components in Consumer Price Index, including percentage changes; in related development, Agr Dept estimates that food prices for all of '73 will avg about 12% above '72, but refrains from firm estimation of food prices from June until end of yr; graph indicates NYC met area Consumer Price Index for May '73 and shows percentage point changes from Apr '73)

New York Times, Col. 4, Pg. 1

Friday June 22 1973

(Labor Dept repts on June 21 that Consumer Price Index for May was at 131.5, up 0.6% before and after seasonal adjustment...

...will indirectly set ceilings on raw agr products; says more firms will be required to notify Cost of Living Council in advance of price increases; graphs of major components in Consumer Price Index, including percentage changes; in related development, Agr Dept estimates that food prices for all of '73 will avg about 12% above '72, but refrains from firm estimation of food prices from June until end of yr; graph indicates NYC met area Consumer Price Index for May '73 and shows percentage point changes from Apr '73)

DESCRIPTORS: AGRICULTURE AND AGRICULTURAL PRODUCTS; CONSUMER PRICE INDEX; ECONOMIC CONDITIONS AND TRENDS; FOOD AND GROCERY TRADE ; LABOR; PRICES ; WAGE AND PRICE CONTROLS; WAGES AND SALARIES

7/3,K/12 (Item 1 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
(c) 2002 The Gale Group. All rts. reserv.

09060366  
DYRERE ELEKTRISITET TRAKK OPP PRISVEKSTEN  
NORWAY: 0.4% RISE IN CONSUMER PRICES  
Aftenposten (AF) 11 Feb 1999 p.60  
Language: NORWEGIAN

NORWAY: 0.4% RISE IN CONSUMER PRICES

Norway reports a 0.4% rise in consumer prices in the December 1998-January 1999 period. The rise in the consumer price in the past twelve months is 2.3%. The 0.4% rise is ascribed to...

PRODUCT: Prices

7/3,K/13 (Item 2 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
(c) 2002 The Gale Group. All rts. reserv.

06616011  
Jet joins war at the pumps with lowest price pledge  
UK: COMPETITIVE PETROL PRICES FROM JET  
Fleet News (FTN) 10 Apr 1998 p.6  
Language: ENGLISH

Consolidating its traditional position as a low-price marketer, the Jet network of petrol filling stations in the UK has announced that it will guarantee to match the lowest price for petrol or diesel anywhere within a two-mile radius of its stations. Customers who use the station and then notice cheaper prices elsewhere on the same day will be refunded double the difference in price. Although Esso...

...it denies that the Jet move marks the start of a new phase in the price war. The independent petrol retailer Save Group recently reported that profit margins had just started to recover following price competition from Esso. Save's...

7/3,K/14 (Item 3 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
(c) 2002 The Gale Group. All rts. reserv.

06079551  
Cosmetics sales grow despite parallel imports  
TAIWAN: KEEN COMPETITION IN COSMETIC MARKET  
The China Post (XKV) 21 Nov 1994 p.9  
Language: ENGLISH

The top ten cosmetics brands in Taiwan which reported the highest sales in department stores for the first ten months of this year are...

...authorized cosmetics dealers of foreign brands are facing new challenges from parallel imports. Unlike authorized dealers, who have to conform to the pricing policies set by their headquarters, parallel imports offer customers competitive prices and consequently, they are capturing a larger share of the market in recent years. As...

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File 347:JAPIO Dec 1976-2007/Dec(Updated 070702)

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File 348:EUROPEAN PATENTS 1978-2007/ 200727

(c) 2007 European Patent Office

File 349:PCT FULLTEXT 1979-2007/UB=20070705UT=20070628

(c) 2007 WIPO/Thomson

File 350:Derwent WPIX 1963-2007/UD=200742

(c) 2007 The Thomson Corporation

Set	Items	Description
S1	3974431	PARAMETER? ? OR SPECIFICATION? ? SPECS OR CRITERIA OR CRITERION OR CHARACTERISTIC? ? OR QUALITIES OR PROPERTY? ? OR PROPERTIES OR PROFILE OR REQUIREMENTS OR PREREQUISITE? ? OR PRICE? ? OR PRICING
S2	15754	S1(6N)(MERCHANT? ? OR RETAILER? ? OR SELLER? ? OR TRADE? ? OR SUPPLIER? ? OR VENDOR? ? OR DEALER? ? OR RESELLER? ? OR DISTRIBUTOR? ? OR MARKETER? ? OR AUCTIONEER? ?)
S3	38962	S1(6N)(BUYER OR BUYERS OR CONSUMER OR CONSUMERS OR CUSTOMER OR CUSTOMERS OR CLIENT OR CLIENTS OR SHOPPER OR SHOPPERS OR PATRON OR PATRONS OR PURCHASER OR PURCHASERS)
S4	178426	S1(6N)(MATCH??? OR ALIGN??? OR COINCIDE? ? OR RECONCILE? ? OR CONFORM? OR COORDINAT??? OR CO()ORDINAT??? OR RELATE? ? OR SYNCHRONI?E? ? OR SYNC? ? OR SYNCH? ?)
S5	5101495	NOTIFI? OR NOTIFY??? OR INFORM? ? OR INFORMING OR COMMUNICAT??? OR CONTACT?? OR MESSAGE? ?
S6	393	S2(8N)S3(8N)S4
S7	80	S6(10N)S5
S8	36	S7(16N)(PRODUCT OR PRODUCTS OR SERVICE OR SERVICES OR MERCHANDISE OR GOODS OR PURCHASES)
S9	15	S8 AND PY<2002



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9/3,K/1 (Item 1 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00862509

INTERACTIVE BUSINESS MATCHING AND PROMOTION  
ETABLISSEMENT DE CORRESPONDANCES POUR DES TRANSACTIONS COMMERCIALES  
INTERACTIVES ET PROMOTION DE CELLES-CI

Patent Applicant/Assignee:

I B NET LTD, Suite 935, 500 Fifth Avenue, New York, NY 10110, US, US  
(Residence), US (Nationality)

Inventor(s):

WEISS Myrna Z, 1080 Fifth Avenue, New York, NY 10128, US,  
GILBERT Jon A, 114 West 76th Street, New York, NY 10023, US,

Legal Representative:

WALPERT Gary A (agent), Hale and Dorr LLP, 60 State Street, Boston, MA  
02109, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200195224 A1 20011213 (WO 0195224)

Application: WO 2001US18646 20010611 (PCT/WO US0118646)

Priority Application: US 2000210398 20000609; US 2000708694 20001107

Designated States:

(Protection type is "patent" unless otherwise stated - for applications  
prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ  
EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS  
LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ  
TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext word Count: 6029

Patent and Priority Information (Country, Number, Date):

Patent: ... 20011213

Fulltext Availability:

Detailed Description

Publication Year: 2001

Detailed Description

... various alerting mechanisms including email receipt, pager  
notification, cell phone or PDA alert. The alert notifies Customer A  
that a match has occurred between their Customer Trading Profile  
and a Trade Listing. This signifies that a product and service  
Customer A was seeking to purchase is now available for consideration.

In response to the...

9/3,K/2 (Item 2 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00839914

\*\*Image available\*\*

METHODS AND APPARATUS FOR WIRELESS POINT-OF-SALE TRANSACTIONS  
PROCEDES ET APPAREILS SERVANT A EFFECTUER DES TRANSACTIONS SANS FIL SUR LE  
LIEU DE VENTE

Patent Applicant/Assignee:

IN2M COM CORPORATION, 859 West Suth Jordan Parkway, Suite 105, South  
Jordan, UT 84095, US, US (Residence), US (Nationality)

Inventor(s):

SMITH Steven B, 4515 South Butternut Road, Holladay, UT 84117, US,

Robert Finley

Legal Representative:

CONGER Michael M (et al) (agent), Kirton & McConkie, 1800 Eagle Gate Tower, 60 East South Temple, Salt Lake City, UT 84111, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200173575 A1 20011004 (WO 0173575)  
Application: WO 2001US9853 20010327 (PCT/WO US0109853)  
Priority Application: US 2000536273 20000327

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB  
GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA  
MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA  
UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext word Count: 4252

Patent and Priority Information (Country, Number, Date):

Patent: ... 20011004

Fulltext Availability:

Detailed Description

Publication Year: 2001

Detailed Description

... the point-of-sale devices, a menu on the WPD is updated to reflect the products available from vendors in communication range along with associated prices and related data. A consumer may select from the available products and initiate the purchase. Vendor information, product identification and pricing data received from the point-of-sale devices is processed into purchase requests for each...

9/3,K/3 (Item 3 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00837939 \*\*Image available\*\*

METHOD AND APPARATUS FOR BI-DIRECTIONALLY AUCTIONING BETWEEN BUYERS AND SELLERS USING A COMPUTER NETWORK

PROCEDE ET DISPOSITIF D'ENCHERES BIDIRECTIONNELLES ENTRE DES ACHETEURS ET DES VENDEURS AU MOYEN D'UN RESEAU INFORMATIQUE

Patent Applicant/Inventor:

KIM Jae Kil, 81-24, Kooki-dong, Jongro-ku, Seoul 110-011, KR, KR  
(Residence), KR (Nationality)

Patent and Priority Information (Country, Number, Date):

Patent: WO 200171580 A1 20010927 (WO 0171580)  
Application: WO 2000IB1490 20000823 (PCT/WO IB0001490)  
Priority Application: KR 200014573 20000322

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB  
GD GE GH GM HR HU ID IL IN IS JP KE KG KP KZ LC LK LR LS LT LU LV MA MD  
MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG  
US UZ VN YU ZA ZW

Publication Language: English

Filing Language: English

Fulltext word Count: 11261

Patent and Priority Information (Country, Number, Date):

Robert Finley

Patent: ... 20010927  
Fulltext Availability:  
Detailed Description  
Publication Year: 2001

Detailed Description  
... FIG. 25 is displayed 1140.

Contents of the delivery list include the names of all buyers related to the purchase price selected by the seller, the names of all buyers related to all higher purchase prices, purchase quantity, address, and an emergency contact. A seller prints the delivery list and delivers goods to each buyer on the list. The seller then provides a receipt confirmation signature to...

9/3,K/4 (Item 4 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00820433 \*\*Image available\*\*

RESERVATION/APPOINTMENT SYSTEM AND METHOD  
SYSTEME ET PROCEDURE DE RESERVATION/PRISE DE RENDEZ-VOUS

Patent Applicant/Assignee:

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Inventor(s):

HORNBECK Brandon Raymond, 300 East 34th Street, Apartment 33F, New York, NY 10016, US,

KANBAR David, 1438 Third Avenue, #28C, New York, NY 10028, US,

GAWRONSKI Joe, 421 Hudson Street, Apt. 620, New York, NY 10014, US,

Legal Representative:

LOHSE Timothy W (agent), Gray Cary Ware & Freidenrich LLP, 400 Hamilton Avenue, Palo Alto, CA 94301-1825, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200153991 A1 20010726 (WO 0153991)

Application: WO 2001US1847 20010119 (PCT/WO US0101847)

Priority Application: US 2000487756 20000119

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB  
GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA  
MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA  
UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext word Count: 7968

Patent and Priority Information (Country, Number, Date):

Patent: ... 20010726

Fulltext Availability:

Detailed Description

Publication Year: 2001

Detailed Description

... know exactly which merchant he or she may want to book so that no search criteria beyond the name of the merchant would be necessary. Once the desired search criteria are entered, a query is sent to the central database. The names of merchants matching the consumer's

Robert Finley

search criteria may be returned for display in the user's browser, indicating the available appointment times...processing. Instead of the windows based merchant's application as described above, the merchant may communicate with the reservation/appointment system in accordance with the invention using a typical web browser...

...the merchant's access device. Similarly, the user may use a typical browser application to communicate with the reservation system.

In order to connect to the remote reservations database 46 in...located. In addition, the access devices may use a variety of

I I

different data communication protocols, such as HDML, WML, XML or any other language and/or protocol. The access...criteria are entered, a query is sent to the reservation/appointment database. The names of merchants matching the consumer's search criteria may be returned for display in the user's browser, indicating the available times. In...

9/3,K/5 (Item 5 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00806382

METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY OF MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION MANAGEMENT VIA A MARKET SPACE INTERFACE

PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHÉ ENTRE UNE PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET GESTION D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHÉ

Patent Applicant/Assignee:

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(Residence), US (Nationality)

Inventor(s):

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Legal Representative:

HICKMAN Paul L (et al) (agent), Oppenheimer Wolff & Donnelly LLP, 1400 Page Mill Road, Palo Alto, CA 94304, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200139028 A2 20010531 (WO 0139028)  
Application: WO 2000US32308 20001122 (PCT/WO US0032308)  
Priority Application: US 99444773 19991122; US 99444798 19991122

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE  
ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV  
MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT  
TZ UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext word Count: 170977

Patent and Priority Information (Country, Number, Date):

Patent: ... 20010531

Fulltext Availability:

Detailed Description

Publication Year: 2001

Detailed Description

... include information relating to the availability of the manufacturer

Robert Finley

offerings. In such an aspect, the service provider may be notified of the availability of the manufacturer offerings that match the service installation information.

In one example of the present invention particularly applicable to installation of communication...measures are necessary where access may be had to highly confidential data.

48

Some data communication networks involve a variety of different customers each of whom makes available a host and one or more databases to its users...switched transmission.

In a second step 2702, events are generated based on the quality of service of the media transfer. As discussed above with reference to Figure 17 and Figure 19, these events include performance notifications due to SLA violations, and customer generated events from the Customer Interface Management Process 1500...

9/3,K/6 (Item 6 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00792480 \*\*Image available\*\*

PROCESS AND SYSTEM FOR MATCHING BUYERS AND SELLERS OF GOODS AND/OR SERVICES  
PROCEDE ET SYSTEME DE MISE EN CORRESPONDANCE D'ACHETEURS ET DE VENDEURS DE  
BIENS ET/OU DE SERVICES

Patent Applicant/Assignee:

WELLOGIX INC, 12092 Wickchester, Suite 330, Houston, TX 77079, US, US  
(Residence), US (Nationality)

Inventor(s):

LIVESAY Jeffery A, 1619 Lakeshore Way, Houston, TX 77077, US,

Legal Representative:

KENNEDY John T (et al) (agent), Dorsey & Whitney LLP, 370 Seventeenth  
St., Suite 4400, Denver, CO 80202-5644, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200125993 A1 20010412 (WO 0125993)

Application: WO 2000US26711 20000928 (PCT/WO US0026711)

Priority Application: US 99157315 19991001; US 99166960 19991123

Designated States:

(Protection type is "patent" unless otherwise stated - for applications  
prior to 2004)

AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GD GE GH  
GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN  
MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext word Count: 24123

Patent and Priority Information (Country, Number, Date):

Patent: ... 20010412

Fulltext Availability:

Claims

Publication Year: 2001

Claim

... The system of claim 78, wherein the system further comprises:  
a means for providing the buyer with a profile link, connected to means  
for

Robert Finley

converting, wherein the profile link identifies at least one seller  
75  
providing goods/services related to at least one parameter specified  
by  
the buyer for the project; and  
a means for selecting, connected to the means for providing, at least one  
seller  
identified by the profile link;  
whereupon selection of a seller identified by the profile link, the  
request is communicated to the selected seller.

87 The system of claim 86, wherein the at least one parameter specified  
by the buyer is specified on a template and the profile link is  
provided in conjunction with the template, wherein the profile link  
identifies at least one seller of goods/services I 0 directly related  
to at least one parameter specified by the template.

88 The system of claim 81, wherein the means for communicating...

9/3,K/7 (Item 7 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00775310

A SYSTEM, METHOD AND ARTICLE OF MANUFACTURE FOR DETERMINING CAPABILITY  
LEVELS OF A RELEASE MANAGEMENT PROCESS AREA FOR PROCESS ASSESSMENT  
PURPOSES IN AN OPERATIONAL MATURITY INVESTIGATION  
SYSTEME, PROCEDE ET ARTICLE MANUFACTURE POUR DETERMINER LES NIVEAUX DE  
CAPACITE D'UNE ZONE DU PROCESSUS DE GESTION DE DIFFUSION A DES FINS  
D'EVALUATION DE PROCESSUS DANS UNE ETUDE DE MATURITE OPERATIONNELLE

Patent Applicant/Assignee:

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(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200108074 A2 20010201 (WO 0108074)

Application: WO 2000US20278 20000726 (PCT/WO US0020278)

Priority Application: US 99361335 19990726

Designated States:

(Protection type is "patent" unless otherwise stated - for applications  
prior to 2004)

AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE  
ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT  
LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM  
TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext word Count: 85690

Patent and Priority Information (Country, Number, Date):

Patent: ... 20010201

Fulltext Availability:

Detailed Description

Publication Year: 2001

Detailed Description

... this capability, a process needs to have stated functional and non-functional requirements for work products, including integrity, and to produce work products that fulfill the stated requirements. The related Generic Practices are.

GP2.6 Ensure work products satisfy documented requirements.

Requirements may come from the business customer, policies, standards, laws, regulations, etc.

The applicable requirements are documented and available for verification activities.

GP2.7 Employ version control to manage changes to work products.

Place identified work products under version control, or configuration management to provide a means of controlling work products and...

9/3,K/8 (Item 8 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00775307 \*\*Image available\*\*

A SYSTEM, METHOD AND COMPUTER PROGRAM FOR DETERMINING CAPABILITY LEVELS OF PROCESSES TO EVALUATE OPERATIONAL MATURITY OF AN ORGANIZATION  
SYSTEME, PROCEDE ET ARTICLE DE FABRICATION DESTINES A DETERMINER DES NIVEAUX DE CAPACITE D'OPERATIONS POUR DES BESOINS D'EVALUATION D'OPERATION DANS UNE RECHERCHE DE MATURITE OPERATIONNELLE

Patent Applicant/Assignee:

ACCENTURE LLP, 1661 Page Mill Road, Palo Alto, CA 94304, US, US  
(Residence), US (Nationality), (For all designated states except: US)

Patent Applicant/Inventor:

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US (Residence), US (Nationality), (Designated only for: US)

WINN Colleen R, 11472 Fairfield Road #103, Minnetonka, MN 55305, US, US  
(Residence), US (Nationality), (Designated only for: US)

Legal Representative:

HICKMAN Paul L (agent), Oppenheimer Wolff & Donnelly, LLP, 38th Floor,  
2029 Century Park East, Los Angeles, CA 90067-3024, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200108037 A2-A3 20010201 (WO 0108037)

Application: WO 2000US20353 20000726 (PCT/WO US0020353)

Priority Application: US 99361338 19990726

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH GM  
HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX  
NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG US UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext word Count: 86229

Patent and Priority Information (Country, Number, Date):

Patent: ... 20010201

Fulltext Availability:

Detailed Description

Publication Year: 2001

Detailed Description

... participants have access to data, status information, and recommended actions.

Process Attribute

ATT 2B: Work Product Management - the extent to which the process is managed to produce In order to achieve this capability, a process needs to have stated functional and non-functional requirements for work products, including integrity, and to produce work products that fulfill the stated requirements. The related Generic Practices are.

GP2.6 Ensure work products satisfy documented requirements.

Requirements may come from the business customer, policies, standards, laws, regulations, etc.

The applicable requirements are documented and available for verification activities...

9/3,K/9 (Item 9 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00761431

A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR PROVIDING COMMERCE-RELATED WEB APPLICATION SERVICES

SYSTEME, PROCEDE ET ARTICLE MANUFACTURE DESTINES A LA FOURNITURE DE SERVICES D'APPLICATION DANS LE WEB LIES AU COMMERCE

Patent Applicant/Assignee:

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Inventor(s):

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Legal Representative:

BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,  
Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073957 A2-A3 20001207 (WO 0073957)

Application: WO 2000US14420 20000525 (PCT/WO US0014420)

Priority Application: US 99321492 19990527

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY CA CH CN CR CU CZ  
CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ EE  
EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL IN  
IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT LU LV MA MD MG MK  
MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM  
TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 150171

Patent and Priority Information (Country, Number, Date):

Patent: ... 20001207

Fulltext Availability:

Detailed Description



Publication Year: 2000

Detailed Description

... if dedicated database design tools are used.

e) Are there likely to be conflicting system requirements ?  
Different teams or users may have different requirements which conflict.  
These requirements may have to be rationally traded -off against each other. Where these requirements are performance related , the trade -off can only be rationalized on the basis of a good database model.

Product Considerations

a) Does the product provide the following features?

\* Support for definition of DBMS advanced features (e.g...

9/3,K/10 (Item 10 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00742420 \*\*Image available\*\*

ONLINE PATENT AND LICENSE EXCHANGE

BOURSE EN LIGNE DE BREVETS D'INVENTION ET DE LICENCES

Patent Applicant/Assignee:

THE PATENT AND LICENSE EXCHANGE INC, 5th Floor, 245 South Los Robles Avenue, Pasadena, CA 91105, US, US (Residence), US (Nationality)

Inventor(s):

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BRANDEGEE Bear, 460 California Terrace, Pasadena, CA 91105, US,  
ARROW Alexander K, 171 Church Lane, #14, Los Angeles, CA 90049, US,  
JOHNSON Robert M, 808 Montrose Avenue, South Pasadena, CA 91030, US,

Legal Representative:

MORINO Fabio E (et al) (agent), Skjerven, Morrill, MacPherson, Franklin & Friel LLP, Suite 700, 25 Metro Drive, San Jose, CA 95110; US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200055791 A2 20000921 (WO 0055791)

Application: WO 2000US6846 20000315 (PCT/WO US0006846)

Priority Application: US 99124847 19990317; US 99371614 19990810

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM DZ EE ES FI  
GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV  
MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA  
UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Word Count: 16598

Patent and Priority Information (Country, Number, Date):

Patent: ... 20000921

Fulltext Availability:

Claims

Publication Year: 2000

Claim

... computer instructions for:  
obtaining qualification information from  
potential buyers and sellers; and  
allowing only qualified buyers and sellers to  
trade intellectual property rights listed on the

exchange.

44 The computer-readable storage medium of claim

31 further...0 Display Related Patents with Active Bids

0 Display Related Patents with Sale Pending

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Advanced Search

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900 19:29:53GMT Portfolio: @-Man's Best University

Patent...

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Transaction Tran,4

Message Patent Search Auction Escrow After Market Electronic PIX

Board Inventory Activity

j Activity LicenseAdmin Library...

...auction market assures 28mos 8i

patents are transferred at market rates. Typical I

Transaction Tran

Message Patent Search uct Escrow After Market Electronic PIX

Board Inventory ct v Activity License Admin Message Board

the transaction into the Buy Side

document preparation US 5462750: Biologically active system

and...

...Responds: Sale Pending. atent Origina r pIX Auction Markets

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and sellers

2 Provides standardized TRRU pricing

Cn Qualified Licensing of patent inventory

Agent 3. Offers patent insurance

(intermediary) 4. Posts transparent...

9/3,K/11 (Item 11 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00574717 \*\*Image available\*\*

METHOD FOR TRYING TO SUPPLY A POTENTIAL CUSTOMER WITH AT LEAST ONE SELECTED  
PRODUCT OFFER

PROCEDE PERMETTANT DE FOURNIR AU MOINS UNE OFFRE DE PRODUIT SELECTIONNEES  
AUPRES D'UN CLIENT POTENTIEL

Patent Applicant/Assignee:

INTERNATIONAL BUSINESS MACHINES CORPORATION,

FACCIORUSSO Christian,

FIELD Simon,

HOFFNER Yigal,

Robert Finley

ROBINSON Matthew R,  
Inventor(s):  
FACCIORUSSO Christian,  
FIELD Simon,  
HOFFNER Yigal,  
ROBINSON Matthew R,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200038090 A1 20000629 (WO 0038090)  
Application: WO 99IB1613 19991001 (PCT/WO IB9901613)  
Priority Application: EP 98124191 19981221

Designated States:

(Protection type is "patent" unless otherwise stated - for applications prior to 2004)

JP KR US AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Publication Language: English

Fulltext word Count: 7640

Patent and Priority Information (Country, Number, Date):

Patent: ... 20000629

Fulltext Availability:

Detailed Description

Publication Year: 2000

Detailed Description

... For export, the product supplier advertises its product offer by providing a description of the product as in the known trading scenario. In addition, the product supplier includes a set of...

...supplier constraint.

To query, the potential customer asks a trader for a product with certain characteristics in terms of product properties. In addition, the potential customer provides a description of itself using a property sequence.

The trader checks the requirements of the potential customer, each specified as a constraint expression, against product descriptions, specified as a sequence of properties, and checks the requirements of the product supplier, specified as supplier constraints, against the customer description, specified as a sequence of properties, which the product holds. The match-making between client query and each product offer is done by evaluating each constraint expression against the related properties.

If successful, the trader returns to the potential customer one or more product offers, that is a description of each product which matched the requirements. The potential customer can then choose one of the offers, contact the product supplier and rent, buy or otherwise use the product.

DESCRIPTION OF THE DRAWINGS

Examples of the invention are depicted in the drawings and described...

9/3,K/12 (Item 12 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00372587 \*\*Image available\*\*

METHODS AND APPARATUS FOR AUTOMATING CONTACT CLOSURE

PROCEDES ET APPAREILS PERMETTANT L'AUTOMATISATION DE LA FERMETURE DE CONTACTS

Patent Applicant/Assignee:

NORTHERN TELECOM LIMITED,

Inventor(s):

Robert Finley

BANNISTER Cecil H,  
EDWARDS Russell A,  
GOVINDARAJAN Rangaprasad,  
Patent and Priority Information (Country, Number, Date):  
Patent: WO 9713329 A2 19970410  
Application: WO 96CA647 19960926 (PCT/WO CA9600647)  
Priority Application: US 955510 19950929; US 96718747 19960925  
Designated States:  
(Protection type is "patent" unless otherwise stated - for applications  
prior to 2004)  
AU CA JP AT BE CH DE DK ES FI FR GB GR IE IT LU MC NL PT SE  
Publication Language: English  
Fulltext Word Count: 6278  
Patent and Priority Information (Country, Number, Date):  
Patent: ... 19970410  
Fulltext Availability:  
Detailed Description  
Publication Year: 1997

Detailed Description  
... application 124. The Telescriptl'@11 software  
application 121 searches the classified ads stored in the  
seller database 123 according to the search criteria  
defined in the buyer database 122, detects matches between  
classified ads and search criteria, and informs the call  
closure software application 124 of any such matches.

The service node 100 further comprises a data  
entry interface 131 for connecting the processor 110 to...

9/3,K/13 (Item 1 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
(c) 2007 The Thomson Corporation. All rts. reserv.

0011192463  
WPI ACC NO: 2002-130677/ 200217  
XRPX ACC No: N2002-098580  
Method of promoting international business transactions over an interactive  
computer network by generating customer trading profiles and trade listings  
in separate databases and finding matching parties from the two databases  
Patent Assignee: IB NET LTD (IBNE-N)  
Inventor: GILBERT J A; WEISS M Z  
Patent Family (2 patents, 92 countries)  
Patent  
Number Kind Date Number Kind Date Update  
WO 2001095224 A1 20011213 WO 2001US18646 A 20010611 200217 B  
AU 200168282 A 20011217 AU 200168282 A 20010611 200225 E

Priority Applications (no., kind, date): US 2000210398 P 20000609; US  
2000708694 A 20001107

#### Patent Details

Number	Kind	Lan	Pg	Dwg	Filing	Notes
WO 2001095224	A1	EN	30	9		

National Designated States,Original: AE AG AL AM AT AU AZ BA BB BG BR BY  
BZ CA CH CN CO CR CU CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL  
IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO  
NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW  
Regional Designated States,Original: AT BE CH CY DE DK EA ES FI FR GB GH  
GM GR IE IT KE LS LU MC MW MZ NL OA PT SD SE SL SZ TR TZ UG ZW  
AU 200168282 A EN Based on OPI patent WO 2001095224

Original Publication Data by Authority

**Original Abstracts:**

...automatically facilitates an international e-commerce business transaction between a buyer and a seller of products and services by matching and linking the parties based on certain specified parameters. A first user creates a customer trading profile and second user creates a trade listing. The contents of the trading profile are compared with the contents of the trade listing. If a match is determined then a message is transmitted to the first user via e-mail. The first user is also given...

...  
...

9/3,K/14 (Item 2 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
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0010813525 - Drawing available  
WPI ACC NO: 2001-430288/ 200146  
Device and method for selling lowest price product through internet  
Patent Assignee: SIM J Y (SIMJ-I)  
Inventor: SIM J Y  
Patent Family (1 patents, 1 countries)  
Patent Application  
Number Kind Date Number Kind Date Update  
KR 2001000612 A 20010105 KR 200059341 A 20001009 200146 B

Priority Applications (no., kind, date): KR 200059341 A 20001009

**Patent Details**

Number	Kind	Lan	Pg	Dwg	Filing	Notes
KR 2001000612	A	KO	1	10		

Alerting Abstract ...the DB server after classified codification(104). A search engine compares and searches the stored product and price information(105), extracts the lowest price product and its seller, and displays the information appropriate category of the web site(106). If the extracted price matches the pre-inputted desired purchase price of a purchaser, the purchaser is immediately contacted through e-mail, messenger, telephone, and mobile communication devices(107).

...  
...

9/3,K/15 (Item 3 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
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0009275961 - Drawing available  
WPI ACC NO: 1999-204883/ 199917  
Related WPI Acc No: 2000-498806; 2001-335344; 2002-759072; 2004-256712; 2005-037930  
XRPX ACC No: N1999-150948  
Market price information display and management system  
Patent Assignee: ANIP INC (ANIP-N); MASHINSKY (MASH-I); MASHINSKY A (MASH-I)  
Inventor: MASHINSKY A  
Patent Family (16 patents, 80 countries)  
Patent Application  
Number Kind Date Number Kind Date Update  
WO 1999011051 A1 19990304 WO 1998US17923 A 19980828 199917 B  
AU 199890387 A 19990316 AU 199890387 A 19980828 199930 E  
US 6005926 A 19991221 US 1997920567 A 19970829 200006 E

Robert Finley

EP 1000503	A1	20000517	US 1997927443	A	19970911	
			EP 1998942297	A	19980828	200028 E
			WO 1998US17923	A	19980828	
US 6226365	B1	20010501	US 1997920567	A	19970829	200126 E
			US 1997927443	A	19970911	
			US 1998129413	A	19980805	
BR 199812037	A	20010828	BR 199812037	A	19980828	200158 E
			WO 1998US17923	A	19980828	
CN 1301451	A	20010627	CN 1998810793	A	19980828	200158 E
JP 2001514468	W	20010911	WO 1998US17923	A	19980828	200167 E
			JP 2000508192	A	19980828	
AU 747747	B	20020523	AU 199890387	A	19980828	200245 E
US 6542588	B1	20030401	US 1997920567	A	19970829	200324 E
			US 1997927443	A	19970911	
			US 1998129413	A	19980805	
			US 2000692769	A	20001018	
CA 2302219	C	20050621	CA 2302219	A	19980828	200545 E
			WO 1998US17923	A	19980828	
CN 1620091	A	20050525	CN 1998810793	A	19980828	200560 E
			CN 200410056766	A	19980828	
MX 20000001969	A1	20050501	WO 1998US17923	A	19980828	200572 E
			MX 20001969	A	20000225	
EP 1633124	A2	20060308	EP 1998942297	A	19980828	200618 E
			EP 200522428	A	19980828	
CN 1171435	C	20041013	CN 1998810793	A	19980828	200626 E
MX 235863	B	20060412	WO 1998US17923	A	19980828	200667 E
			MX 20001969	A	20000225	

Priority Applications (no., kind, date): US 1997920567 A 19970829; US 1997927443 A 19970911; US 1998129413 A 19980805; US 2000692769 A 20001018

Patent Details

Number	Kind	Lan	Pg	Dwg	Filing Notes
WO 1999011051	A1	EN	73	18	
National Designated States, Original: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ VN YU ZW					
Regional Designated States, Original: AT BE CH CY DE DK EA ES FI FR GB GH GM GR IE IT KE LS LU MC MW NL OA PT SD SE SZ UG ZW					
AU 199890387	A	EN			Based on OPI patent WO 1999011051
US 6005926	A	EN			C-I-P of application US 1997920567
EP 1000503	A1	EN			PCT Application WO 1998US17923
Based on OPI patent WO 1999011051					
Regional Designated States, Original: DE FR GB IT					
US 6226365	B1	EN			C-I-P of application US 1997920567
					C-I-P of application US 1997927443
BR 199812037	A	PT			PCT Application WO 1998US17923
					Based on OPI patent WO 1999011051
JP 2001514468	W	JA	77		PCT Application WO 1998US17923
					Based on OPI patent WO 1999011051
AU 747747	B	EN			Previously issued patent AU 9890387
					Based on OPI patent WO 1999011051
US 6542588	B1	EN			C-I-P of application US 1997920567
					C-I-P of application US 1997927443
					Continuation of application US 1998129413
					C-I-P of patent US 6005926
CA 2302219	C	EN			PCT Application WO 1998US17923
					Based on OPI patent WO 1999011051
CN 1620091	A	ZH			Division of application CN 1998810793
MX 20000001969	A1	ES			PCT Application WO 1998US17923
					Based on OPI patent WO 1999011051

Robert Finley

EP 1633124      A2   EN      Division of application   EP 1998942297

Division of patent   EP 1000503  
Regional Designated States, Original:   DE FR GB IT  
MX 235863      B   ES      PCT Application   WO 1998US17923  
Based on OPI patent   WO 1999011051

**Original Publication Data by Authority**

**Original Abstracts:**

...service node. The server node identifies efficient routes which meet the requestersprime requirements and brokers sales of communication (or connect) time from the service providers to the service requesters. In a preferred embodiment the system is capable of displaying market-price information related to the supported communication routes to prospective sellers and buyers of connection time .

Basic Derwent Week: 199917 ...